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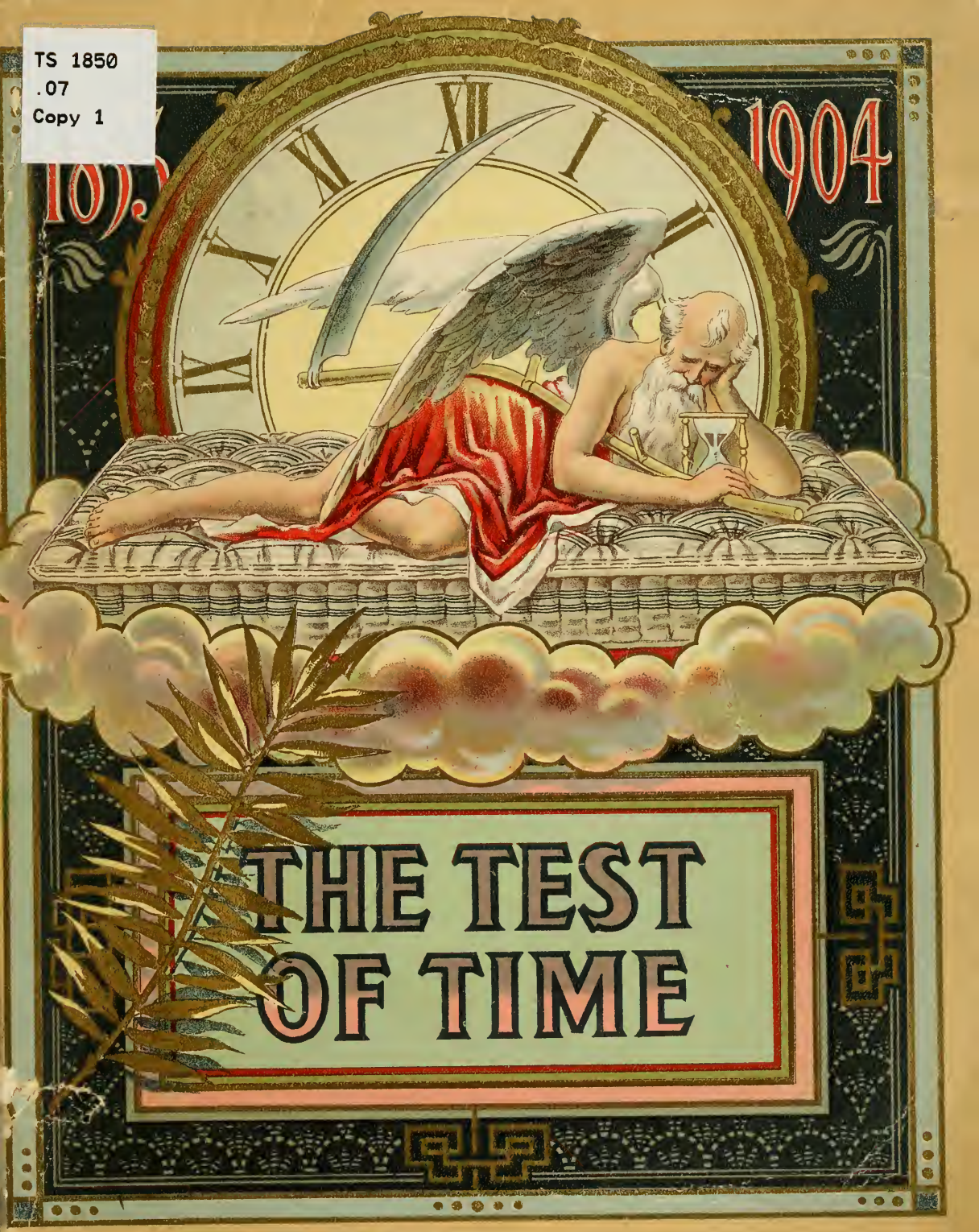

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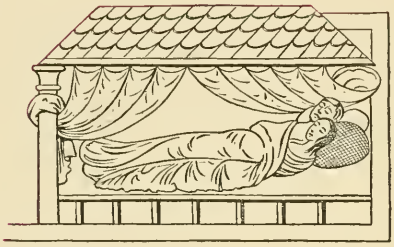
Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare, "Tempest" IV., I.



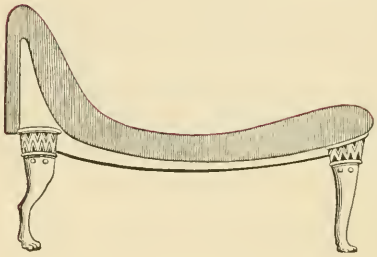
In bed we laugh, in bed we cry,
And born in bed, in bed we die.
The near approach a bed may show
Of human bliss to human woe.

—Isaac de Benserade.

Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare, "Tempest" IV., I.



Ever medicine thee to that sweet sleep.

—Shakespeare, "Othello."

Ever soothe thee to repose

—Reyom.

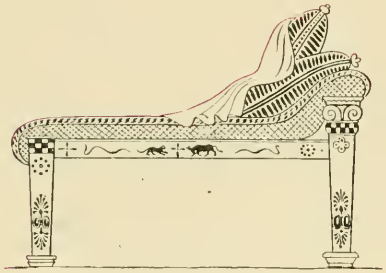
Tired nature's sweet restorer, balmy sleep.

—Edw. Young.

Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare, "Tempest" IV., I.



Whose merits invite one to sleep.

—Shenstone.

O Bed! O Bed! delicious bed!
That heaven on earth to weary head.

—Hood, "Her Dream."

Gift from
Mrs. Marcus Benjamin
Dec. 5, 1932

The Test of Time

A Half Century Record

Proves All Our Claims Regarding

Superiority of the Ostermoor Mattress

OSTERMOOR & COMPANY, New York

Established over 50 years ago

116 ELIZABETH STREET

NEW YORK

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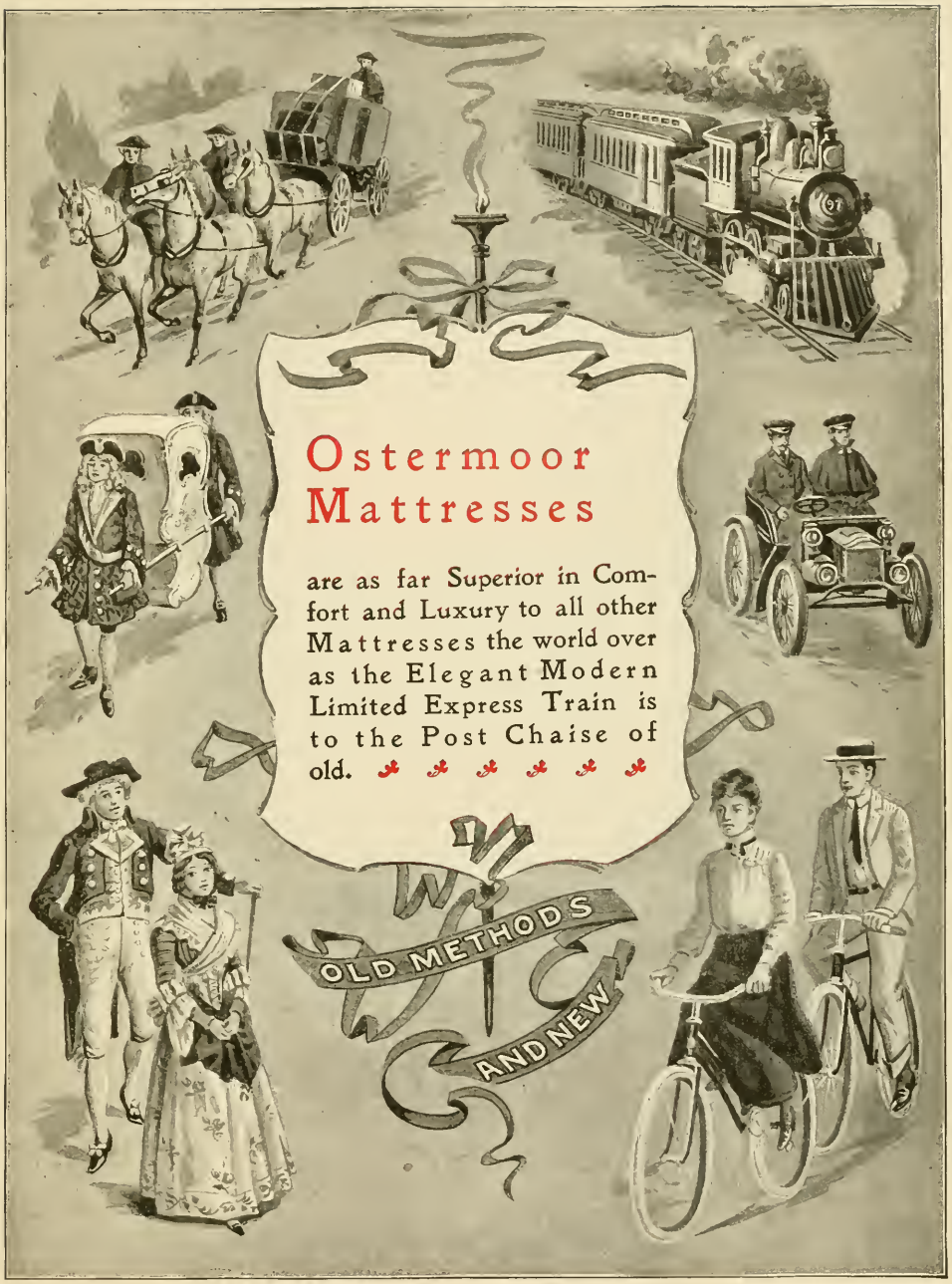

Ostermoor
Mattresses
are as far Superior in Comfort and Luxury to all other Mattresses the world over as the Elegant Modern Limited Express Train is to the Post Chaise of old.
OLD METHODS
AND NEW

SLEEP.

"The Night-time of the Body and the Day-time of the Soul."

—IAMBLICHUS.

DO YOU KNOW THAT SLEEP

of all things, good, sound, restful, beneficial sleep—is without doubt the most vital necessity of our very existence, and that our vitality, our sole life's capital, depends entirely upon sleep? Every twenty-four hours we go to sleep, and wake up, and thus every day we prove nature's wisdom even to the smallest details of the immutable laws ever guarding us.

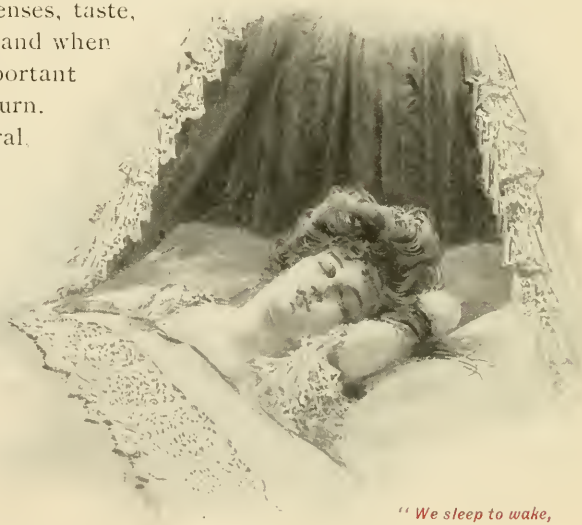
The body we inhabit is most marvelously constructed. The brain, the highest development of the body, a wonderfully complex machine, the seat of thought and will, is the controlling motor of our entire bodily mechanism.

Our individuality, that wonderful, many-sided mystery, without form, matter or name, sits in the brain, guiding the body, like a grand central operator with millions of wires, controlling an immense electrical system.

The heart, our engine, works on for ever, providing the power which pumps the blood that feeds the brain and makes possible its unceasing work.

The eyes, danger signals, aided by the nerves, which perceive light, and the ears, secondary danger signals, through nerves interpreting sound waves, are the sentinels of nature, while the machinery is in operation. They, with our other senses, taste, smell and touch, act as guardians, and when we sleep the most vigilant and important is last to go off duty, and first to return.

The onset is gradual, sleep general being made up of many delightful little sleeps, premonitory intimations that nature is preparing to take complete possession of our body. These little sleeps obscure each sense and the physical and muscular organs, slowly, separately in regular order, one after another, until each becomes involved. The brain reposes, volition ceases, unconsciousness is complete, and sleep becomes profound.



"We sleep to wake,
And wake to sleep again."
ANONYMOUS.

WE EAT TO SLEEP—but we sleep to live. The cry for sleep being ever greater than the cry for food, although our existence depends upon both, sleep itself is of far greater importance than food.

As has been proven, a man can go forty days without food ! He can live seven days, or even longer, without food or water !! He dies in seven days without sleep ! ! !

During sleep only, the resting time of consciousness, the brain and entire nervous system are in a somnolent quiescent state, off duty as it were, and it's then that nature, through our complex internal mechanism, does that peculiar daily housekeeping on which our very existence depends.

Does it, too, in a certain orderly co-operative way, curiously following a regular method of work both intricate and elaborate, which mysteriously results in the conversion, assimilation and absorption of the food we eat into the blood cells and tissues of the body, throwing off and repairing all waste, giving just the amount of care and nourishment required to all parts of our body, both mental and physical, in regular sequence, and thus preserves that just balance—vitality—the capital which carries us through life, and by vital force makes possible its accomplishment.

This interchange or renewal of energy so vital to health, occurs much more rapidly and thoroughly before midnight than after, because it's then the heart, our engine, works along, pumping the blood, carrying the new material and removing the waste.

There is also a greater consumption of oxygen before midnight than after. Oxygen is the one thing needed in order that nature's work shall readily and healthfully take place.

The heart gradually runs down in force from the time of retiring until arising in the morning. The pulse beats more slowly, and less strongly; the vital processes are slower; the circulation becomes more sluggish.

Therefore, although to many the morning nap is particularly refreshing, it is a fact that for purposes of best recuperation, the old adage of "an hour before midnight is worth two after it," points unerringly to the better way physically.

"Sleep, O gentle Sleep, Nature's soft nurse."
"Sleep that knits up the ravell'd sleeve of care."

AS A RACE we sleep far too little. An infant's life is nearly all sleep. Gradually, as the child grows older, the hours of sleep are shortened to half the day or about twelve hours. Youth, until the age of twenty is reached, requires fully ten hours sleep.

Although nature demands less hours of sleep in summer than in winter, it has been proven that eight hours of sleep is required for the average male adult in good health. By this is meant not simply eight hours in bed, but that amount of good sound, restful sleep, night after night.

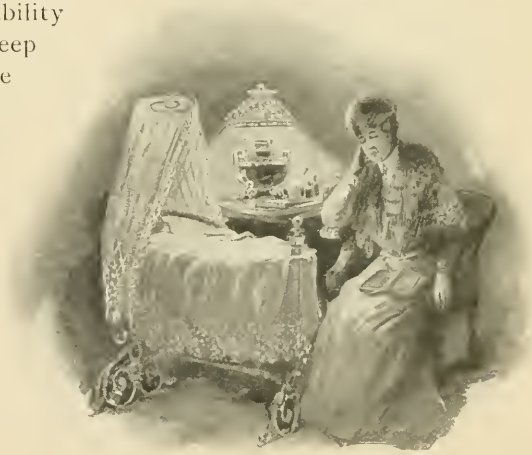
Men as stated, really need to sleep fully eight hours, and *men* require less sleep than *women.* When this period is voluntarily limited, the animal part of the body secures all the benefit of rest, robbing the brain, the most important of all, of its strength and virility. Experience readily verifies this.

The physical part of the body makes the first demand through nature for new force—and a few hours sleep only will invariably repair the ravages of physical fatigue ; but the brain and nerve system, unless the sleep be of sufficient duration, receives no benefit whatever, and yet all our prosperity depends entirely on the quality of work our brain performs.

Our power to work is intimately related to our ability to sleep, and there is no more reliable indication of sound health than the capacity to sleep naturally, and the more active and energetic the waking life, the deeper the sleep.

To expend more nervous energy each day than can be evolved by food and sleep, is to become both mentally and physically bankrupt in a short period; hence the absolute necessity of permitting tired nature to have her required time, a good eight hours, to properly restore the lost vitality which fully preserves that "just balance" called health.

Woman possesses more nervous excitability than man, and therefore requires more sleep than man. Her pulse beats five times more per minute than his, yet women can bear the loss of sleep far better than men, and the length of time they can devote to night nursing, in response to calls of affection or duty, has scarcely any limit, and their physical recuperation is most rapid.



"Tired nature's sweet restorer, balmy sleep."
"For some must watch, while some must sleep.
So runs the world away.

EARLY SLEEP IS BETTER than late, because the muscles of the brain and other nerve centers recover more quickly and thoroughly from strain or exhaustion before midnight than they will after, the heart works better, and recuperation is then more complete.

Sleep follows the diminution of blood in the cerebral vessels. The blood is squeezed out of the brain like water from a sponge, and it becomes in a measure bloodless. This bloodless condition is indispensable; without it, sleep cannot be induced. Wakefulness means a full flow of blood through the brain. Whatever, then, tends to withdraw the blood from the brain, tends to produce sleep; with healthy persons leading a perfectly normal life, this change is automatic. The blood naturally ebbs away from the brain because it is time the brain had a rest, and sleep slowly steals away the senses.

On the other hand, mental strain, worry, over-work, over-eating, and all other "overs" which interfere with the even, placid working of the nerves, are decidedly detrimental to the function of sleep, and at such time the breathing is labored, irregular, and not that deep natural inhalation; which induces sleep.

More oxygen is consumed, and more needed during sleep, as breathing is deeper before midnight than after, therefore the great necessity for plenty of fresh, pure air, in order that nature may have all the materials needed during her hours of recuperation.

This requires open windows in sleeping rooms, wide open windows too, if you please, with proper protection from draft, for good sleeping means good breathing, good breathing means good health, good health means good digestion, good digestion, that greatest preservative from all ills, both mental and physical.

Indeed, by far the most common cause of sleeplessness is indigestion in its various forms, due in the majority of cases to injured nervous systems; a condition unheard of, unrecognized, and absolutely unknown and unappreciated during our forefathers' less strenuous times one hundred years ago.

OUR LIFE IS ONE-THIRD SLEEP.

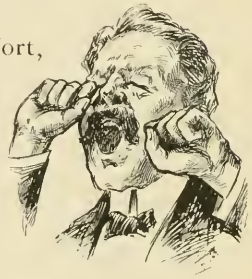
According to statistics of scientists, the average lifetime of 70 years is spent about as follows:

Sleeping - - -	24	years	9½	months
Working - - -	16	"	8	"
Playing - - -	15	"	6	"
Eating - - -	6	"	6	"
Illness - - -	1	"	5½	"
Dressing - - -	2	"	11	"
Waste - - -	2	"	2	"

AS ONE SUFFERS through an occasionally empty purse, so one suffers, both physically and mentally, through occasional lack of sleep, and utter destitution pecuniarily can far better be borne than the destitution of sleep.

We begin life with a certain amount of vitality, a certain initial vital velocity, the capital which carries us through life, and makes possible its accomplishments.

When we deprive ourselves of sleep, we squander this original capital, just as surely as the young spendthrift ruins himself financially when he throws away his money; just so surely do we bring upon ourselves irreparable loss through squandering our vitality by too little sleep.

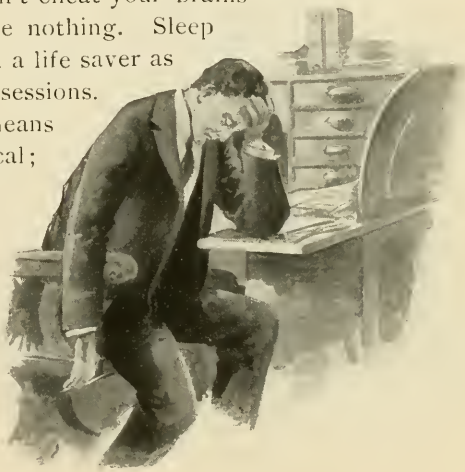


Sleeplessness is not only the source of much misery and discomfort, but it entails upon the sufferer a grievous hardship, in that the battle of life must be fought in a maimed condition.

Day after day, through thoughtless ambition, or with a foolish idea of self-control, many compel themselves to sleep too little, and so recklessly injure their chances in life, and ruin their self-poise, that they are unable when the opportunity arises, to seize it with the vigor of a clear brain.

Deprived of the nightly restoration of potential energy, the brain grows weary, and one's whole mental and physical vigor becomes impaired. Persistence in striving to work, under these circumstances, only encroaches upon that fund of reserved force and leads eventually to total nervous and physical bankruptcy.

No man can deprive himself of sleep, or sleep irregularly, without suffering permanently, or without greatly compromising his health and seriously diminishing his chances of success in this world; so don't cheat your brains by too little sleep. Without sleep we are nothing. Sleep makes for success. It is a life giver and a life saver as well, and the most precious of all our possessions. Without it, we are as nothing. Its loss means despair and failure, both mental and physical; so guard it well, for it is worth guarding.



God give me sleep—the night is worn away;
Soon from the East will come relentless Day—
Day, that will summon me to strive again
With strong, resourceful, eager, selfish men.
I, with spent nerves and brain long robbed of rest,
Must face the fight they enter on with zest.
Fame, fortune, all is staked! How shall I keep
My foothold? Help me, O thrice-blessed Sleep!

E CONTROL our own destiny, our every movement; it's all entirely volitional on our part. And yet many go through life casting aside golden opportunities that rarely come again, or if favored with an encore, through lack of self-knowledge fail to seize the chance, and thus ignorant of self and life, go on groping in the dark. So it is with sleep and its value to our physical well-being, its proper environment, and our inability to secure all its true worth, either through ignorance or a disinclination to seek out truths, following only habit, tradition, or what others have done, like the instinct of animals; instead of searching for the why and wherefore, and aiming at the best in life and sleep.

The prodigal abuse of sleep through spendthrift use is akin to life—as we make or mar it for ourselves. It's all in our own hands, so beware the danger of sleeplessness, for what at first may be only an occasional bad night, so often suddenly develops a sleeplessness that refuses to be conquered.

The victims of sleeplessness dread bedtime, for unhappily it means long restless staring into the darkness, fretting over the troubles, worries and excitement of the day; when self-control is gone, troubles are magnified, all pleasures seem trite, every single nerve tingles, and life itself seems everything else but "one grand sweet song."

Chronic sleeplessness spells insomnia, that dreadful, baffling, almost incurable disease, which so rapidly paves the way for melancholia and all sorts of mental distress. The most vital question, therefore, certainly the most practical one, is how to promote and preserve the function of sleep against such disturbance. The first thing is to remember that wakefulness and not sleep usually means a full flow of blood to the brain.

Whatever, then, assists in draining the blood from the cerebral region, ought to aid in inducing drowsiness, and drowsiness is but a step to sleep.

Authorities agree that this may be readily accomplished by a hot foot or sitz bath, a quick cold sponge, or a glass of hot milk.

Cervantes Says:—

Now, blessings light on him who first invented sleep! Sleep which covers a man all over, thoughts and all, like a cloak; and is meat for the hungry, drink for the thirsty, heat for the cold, and cold for the hot. Sleep is the current coin that purchases all the pleasures of the world cheap, and the balance that sets the king and shepherd, the fool and the wise man, even.

N UNCOMFORTABLE BED will induce insomnia in the healthiest, serenest person. It is more often the cause of those twin torments, sleeplessness and wakefulness, even than indigestion. Indeed, barring indigestion, that impoverisher of sleep, the primal cause of all our ills, both mental and physical, and which so insidiously undermines even the strongest constitution, nothing so quickly or so radically destroys sleep, or prevents that perfect relaxation conducive to sleep, as an uneasy bed.

An absolutely even, elastic surface, springy yet firm, is the necessary quality of a good bed; one that is non-absorbent of moisture or emanations of the body, that is clean and healthful and non-heating, is the great desideratum; and yet, how rare a luxury is such a bed.

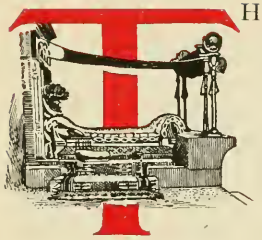
A good bed is a physical necessity. Good habits are as important. Get the sleep habit. Seek sleep, don't let it seek you. Prepare for sleep at the proper time, place yourself in a restful position, upon a firm, soft mattress, which supports every ounce of your weight and your muscles none of it.

Relax thoroughly at the very first. Lie limply as you can on your left side. The unusual weight on the heart will quiet its action, and tend to decrease its activity, and thus also that of the brain. Retain this position until you find that the world is getting hazy, and strange, foolish, drowsy, incoherent ideas creep into your mind; in other words, until your senses begin to go to sleep.

If you can possibly catch yourself just as the sleepy moment comes on, turn on your right side, and you will have no difficulty in sleeping most happily and healthfully through the entire night.

You will find that this simple way of inducing sleep will soon become a habit. In some cases by steady practice, through nightly repetition, it has been known to cure sleeplessness altogether.

"O bed! O bed! delicious bed!
That heaven upon earth to the weary head!"



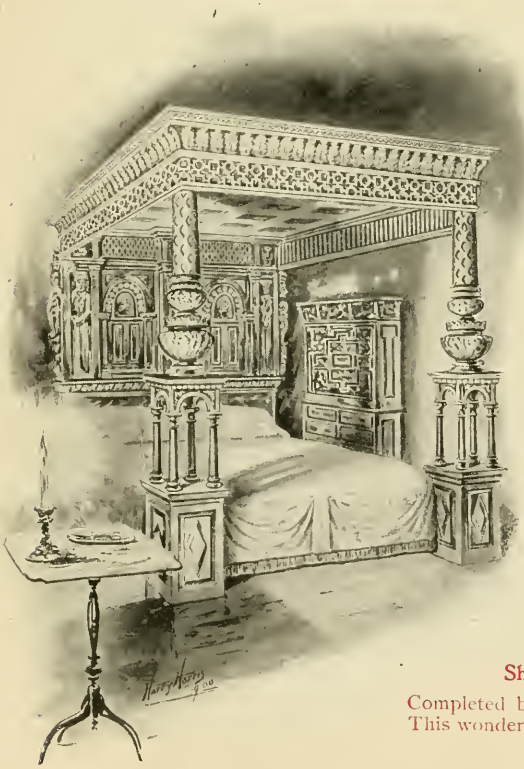
THE SLEEPING PLACE has always played an important part in human life. Its history and evolution is exceedingly interesting. Antiquity began with leaves, then used the skins of beasts to seek creature comfort.

Beds at first consisted only of coarse, stuffed pillows, or cushions, thrown or piled in a corner. Later cushions were placed on shelves or seats at end or side of room, serving as seats by day, and beds at night. Finally a place was built more elevated than a seat to receive a stuffed cushion, and this became the usual mode of sleeping.

In course of time, these elevations were made movable by the Egyptians, and from all records found, appear to have been narrow and of single width only—really half couch, half bed. These were exquisitely fashioned from wood, bronze, copper, even ivory, gold and silver; gradually increasing luxuries on such a magnificently collossal scale, during that zenith of luxuries which immediately preceded the fall of Rome, and which the world has never since seen equaled.

The Romans considered eating and sleeping the Alpha and Omega of life. The table and the couch became incomparable luxuries. Evidence their prodigality by Gabius Apicius, who after spending over $4,000,000 on the elegancies of his table alone, hanged himself rather than "face starvation on such a miserable pittance" as he called the $400,000 remaining of his large fortune.

After the consequent confusion resulting from the utter destruction of the Second Roman Empire, everything was chaotic, living again became most primitive, and furnishings were of the simplest description, comprising but the barest of necessities. A bench, a chest, and a few skins were all the household goods of the masses. The chest held the stores of coarse linen, and was used as a seat or table by day, serving as bed at night, with the addition of skins.



Shakespeare's Historic "Great Bed of Ware"

Completed by Jonas Fosbrooke for King Edward IV, in 1463. This wonderful bed is now in Rye House, Roxbury, England.

COMFORT, sleep comfort, during the middle ages was unknown. Civilization became slowly re-established. The couch chest grew into the "Beddstock," at first but a movable sleeping structure, crude in style. Ornamentation gradually followed. Finally, the bedstead was built into a corner of the room. Then a movable section was set apart and built up for sleeping purposes, simple curtains being added as a screen, and here the first known double bed appeared.

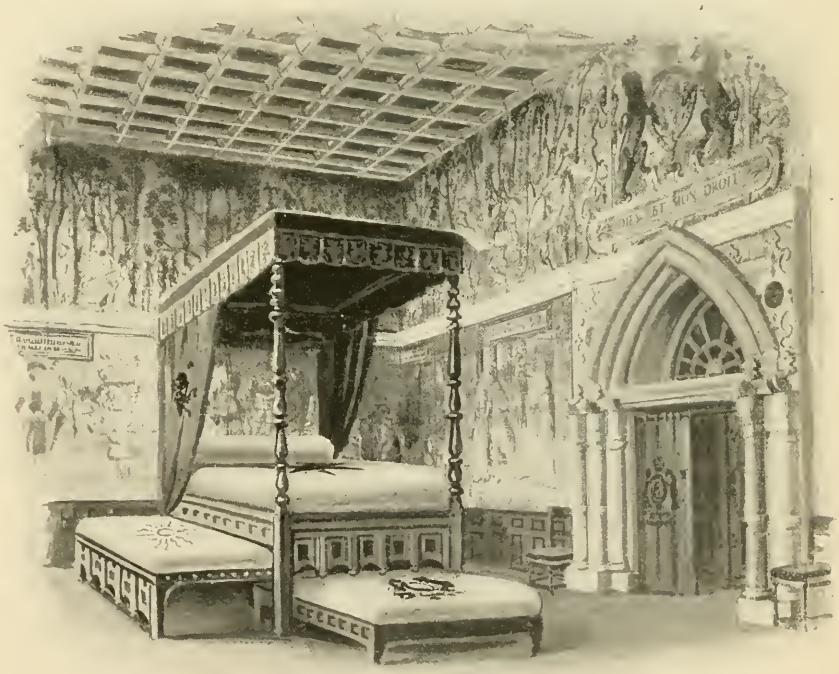
The bed, thus evolved from a most meagre showing, was the first real luxury of the home and became greatly cherished for its artistic value and beauty.

The social position or aspirations of a particular family was centered upon and recognized in accordance with the stateliness of their bedstead, which dominated all other household furniture in character, cost and importance.

The size grew enormous. Each home of any pretension contained a prodigious bedstead, upon which slept the man, his wife, his children, his guests, and even the stranger who asked for hospitality.

Royalty also sanctioned the custom, and a guest welcomed at castle or château could receive no greater honor than to occupy the same bed with the lord and his lady.

In Feudal times nearly every manor house and castle contained a Trinity Bed, really three in one, all component parts of one complete whole.



The "Trinity Bed"

1st.—The Bed of State, used by the lord, his lady, and immediate family.

2nd.—A lower bed upon which their attendants slept.

3rd.—A still lower bed, drawing from underneath the second, like a trundle bed, used by the servants.

IN THE TWELFTH CENTURY appeared the first high post canopy top bedstead, separate, movable, hung with handsome embroidered curtains, a thing of beauty, imposing and important.

Early in the Fourteenth Century, all bedsteads supported the mattress by cords or straps attached to the framework; before that the bed had a solid bottom.

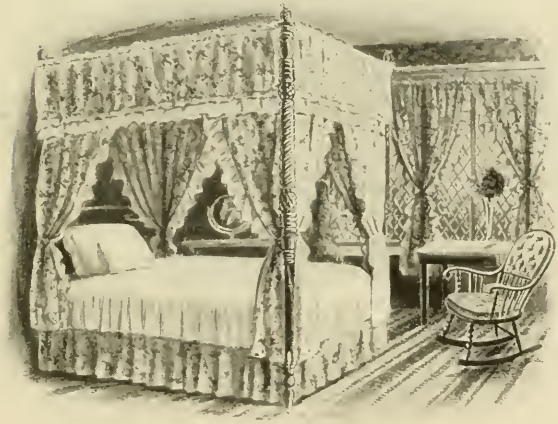
Slats were first used early in the Sixteenth Century, and the canopy top bedstead began to be made so high, that it was provided with a pair of steps to enable the occupant to get in or out.

They were so made with many variations until the early part of the Eighteenth Century, when these, together with the severe yet graceful lines of the French Empire, merging into those of Chippendale and Sheraton, set the stamp upon the early Colonial "four-posters" of America, now so rarely seen.

Bedsteads of today are mostly brass, or metal trimmed with brass, and are certainly far more desirable than those of wood, however elegantly carved or decorated; but the bedstead is merely the setting, the mattress is the real bed, the jewel; the bedstead and spring, a modern innovation, being merely supports for the mattress. They may be richly sumptuous in elaboration and cost, or of the utmost simplicity, without adding to or destroying the sleep-inducing quality of the mattress.

The mattress is far more intimately related to our daily life than any other household article made, and it's the very one of all with which we come in closest possible personal contact during fully one-third of each day.

The material from which it is constructed—its fitness, its comfort, its purity and healthfulness—is of the very utmost importance, and should be selected with the greatest possible care and attention.



The importance of the bed, as the mattress was called in the Sixteenth Century, is shown by Dr. Johnson's translation of the following celebrated rhyme, which was written by Isaac de Benserade two hundred and fifty years ago.

In bed we laugh, in bed we cry,
And born in bed in bed we die.
The near approach a bed may show
Of human bliss to human woe.

CONSIDERING the importance of the sleeping place, its fitting and environment, and the progress of the Century in other directions, it is both astonishing and unaccountable that the mattress should have received so little attention, especially in an age that has made such strides in the study of personal hygiene, and the proven origin of germ infections.

How many forms of the commoner infectious diseases and complicated skin affections, which are the "bête noir" of medical practice everywhere, have their origin and source in the saturated, unsunned and unsanitary mattresses on which we spend so much of our time, on which we are born, and on which we die, is a pathological conundrum that no statistician has as yet attempted to solve.

Of all materials employed for fillings in making mattresses, except among the very poor, horse hair has been by far the most commonly used during the past Century. Prior to hair, feathers were used for many years, and were considered the very best; although they are really, in every sense, the poorest.

Feathers are soft and warm, entirely too soft and warm, and are without any redeeming feature. The feather beds of our great grandmothers, than which there is nothing more abominably unhygienic, saturated with the emanations of half a dozen generations, perfect charnal houses of filth, were handed down for years as priceless luxuries. Feather beds, however, became gradually recognized as undesirable, and slowly but surely the hair mattress became in turn the "best" obtainable, gradually superseding feathers on account of its greater desirability and mistakenly supposed cleanliness.

All other fillings, consisting of the various cheap substitutes for hair, ranging all the way from the straw of the country, excelsior of the city, corn husks, hay etc.—to the more pretentious vegetable fibres, like sea grass, pine bark, moss, silk floss—adnaseum, kapok, etc.—are most of them, comparatively, although by no means entirely wholesome.

Many of these pseudo articles often masquerade, however, under high-sounding titles to conceal their humble origin, or their identity, and especially when mixed, are rarely pure, for this very admixture of other still cheaper substances but adds to their impurities. At best they are all simply evolutions—worthless pretences, and not suggestive of slumber, repose, solace or thrift.

Diamond Beds.

"What're ye readin' 'bout?" asked Mrs. Hayseed.

"Di'mund beds in Africa," replied her husband.

"Deary me! It does beat all how much luxury these people manages ter crowd inter a lifetime. But I don't envy 'em. Not a bit. I don't ask for no greater comfort in the way o' sleepin' than plain old-fashioned feather beds in winter and straw mattresses in summer."—*Pearson's.*

OF ALL MATERIALS, feathers, the most heating, most objectionable of all fillings, used on the old four-posters of our grandfathers, were considered the best obtainable. Users of horse hair were possessed of the same peculiar fallacy; but feathers, once considered the best, have proven in every case not merely the poorest, but the worst. Horse hair is far cooler, but without any other redeeming feature than its original "spring," and that favoring feature is entirely due to artificial curl, produced mechanically.

Genuine horse hair, the best of which comes from the manes and tails of South American horses, is an animal fibre from which it is impossible to expel the natural animal secretions, and, owing to its porous, sac like nature, attracting and holding tenaciously myriad flakes of dust and minute atomic particles of impurities, which, microscopically examined, would fill the average person with horror untold.

This foul matter clings not only to the outside of the hair, but enters and thoroughly saturates it; the process by which it is treated—washing, steaming, scalding and baking—removes the dust but does not clean it; while scalding and baking if carried too far ruins the hair commercially, renders it brittle and hard, and absolutely destroys all elasticity.

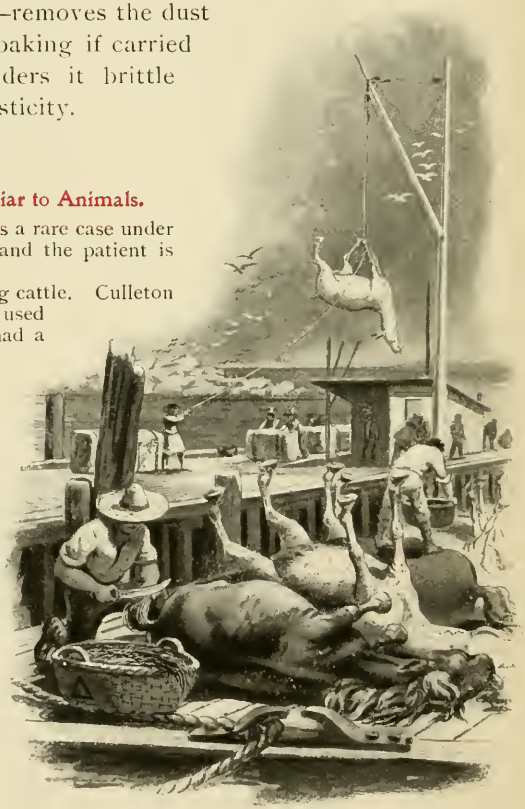
GERMS IN IMPORTED HAIR.

Sing Sing Convict Attacked with a Rare Trouble Peculiar to Animals.

Dr. R. T. Irvine, physician at the Sing Sing prison, has a rare case under treatment in the prison hospital. It is that of maligna, and the patient is John Culleton, aged 28, of Flatbush, L. I.

The attack is a common one in South America among cattle. Culleton worked in the curled hair industry in the prison. The hair used comes from South America. About two weeks ago he had a pimple on his neck and rubbed it. At the time he must have had some of the germs under his nail, gathered while handling the curled hair.

The man is now paralyzed on his entire left side. The attack is generally fatal, but the doctor thinks his patient will pull through.—*N. Y. World*, Dec. 18, 1896.



Egbert Guernsey, M, D., New York.

180 Central Park South,

Messrs. Ostermoor & Co. January 21, 1903.

Gentlemen:—My opinion after twenty-eight years' use of Ostermoor Mattresses is that *too much cannot be said in their praise.*

In point of contrast they are far better than the best curled hair, infinitely more durable and much superior in cleanliness.

The Middletown State Hospital adopted them at my suggestion. The Hudson River Women's Reformatory, at that of my Wife, who was Commissioner, and the Hahnemann Hospital as well. We use them throughout my house.

Yours truly, E. GUERNSEY

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1904
Ostermoor & Co.

THE HAIR ON THE HEAD OF A WOMAN is certainly far purer, sweeter, cleaner than the hair from the tail of a horse; and yet, can you fancy sleeping on a mattress made from human hair—even though naturally curly—therefore having a natural, not a mechanical "spring"? Would not a shudder of repulsion creep over and possess you with the nauseating thoughts of its horrid incongruity?

Why, if human hair was used for the making of mattresses, how extremely careful you would be—demanding to know whence the hair was gathered, how, when, why, whose? And in spite of the dealer's declaration, that they contained naught but "virgin tresses fragrant as the breath of spring," a guarantee would be required, signed by the Board of Health, as to its sanitary condition. Nothing could dispel visions of untold disease, the morgue and hospital; and the horrors of contagion from bacilli would ever be present in one's dream. And yet a horse-hair mattress is in reality far more dangerously unclean than a mattress of human hair; for horse hair, coming from tropical countries where malignant diseases abound, can never be thoroughly cleansed, and many cases of fatal contagion occur, that do not become public, owing to their peculiarly malignant character.

CATTLE DISEASE ATTACKS HUMAN BEING.

Workman in Baltimore Hair Factory Suffering from Anthrax.

August Hanneman, of 414 South Smallwood Street, was found yesterday to be suffering from Anthrax. The disease is a rare one in this part of the country among cattle, and a rarer one still among human beings.

Anthrax is a contagious disease, contracted through its germs coming in contact with the blood. The disease, a most dangerous one, usually ends in blood poisoning, and kills its victim unless a great resisting power is manifest. The germ is the largest known to medical science.

Hanneman was employed in a Northeast Baltimore hair factory, became infected while handling hair, as he has an abrasion of the skin. The poison caused a swelling of the neck glands after it worked through his system. The swelling was followed by the formation of blisters and the hardening of the tissues.

The health authorities have ordered an examination of the hair factory in which Hanneman worked for fear that other germs may be lurking therein. —*Baltimore Herald*, March 8, 1904.

HAIR makes a fairly comfortable mattress at first, but soon becomes dusty, matted, foul and filthy, and its small organic cells are filled with unclean matter every time there is a rain of perspiration from the body. It breeds both vermin and disease, and is a constant menace to cleanliness and health.

At the present time this is especially the case, owing to the keen competition of the manufacturers, who have forced into use all the filthy and ill-smelling scrapings of the tan yards, the refuse of the abbatoir, and additions of former discards, together with various mixtures of other waste for the purpose of reducing cost, the great desideratum; so that today it is not how genuine or how good a hair mattress can be made, but how cheap.

Daily cheapening is making of the hair mattress nothing more nor less than a makeshift. Even when made from the best quality of hair, if you can find a best, however soft and springy at first, it soon loses elasticity, gathers dirt and dust, for the natural oil of the hair most tenaciously holds all impurities.

A hair mattress requires frequent renovation to keep it in even a fairly clean and comfortable state, is a constant source of expense and annoyance, and on the whole, unsatisfactory, unhygienic and unhealthy, and is being rapidly discarded by all who understand its obnoxious character, and will shortly be as great a relic of the past as the old feather bed.

Really the thoughtlessness, yes, even the ignorance of many physicians on this subject of bedding, is astonishing. For instance, a prominent physician, a recognized authority on hygiene at that, states in a *recent* magazine article:

> "Genuine curled hair, derived from the tails of *neat* cattle, and the tails and manes of horses, when thoroughly cleansed and made aseptic, makes good mattresses and pillows that are immeasurably superior to feathers."

Can you picture neat cattle? The absurdity of it! Aseptic cattle tails! Sterilized under glass, possibly? Surely another case "where ignorance is bliss."

A Future Relic of the Past

THEY SLEEP WELL, who know not that they sleep ill. And yet, is it wise to go through life without knowing?

In these days of physical culture and personal hygiene, and that tending to daily betterment of manhood and womanhood, which is upbuilding the coming generation to a higher and greater physical standard, sleep and the care of the body while asleep must receive the proper attention due its pregnancy.

Every person is a living machine, constantly in motion, while asleep or awake. The pure air we breathe is the lubricant that keeps the machine running smoothly. Nature provides a change of air for the lungs from sixteen to twenty thousand times per day, to maintain the even working of the heart—the machine which pumps the blood that feeds the brain, and makes possible nature's daily work we call life. It is most necessary, therefore, that sleep should have its proper setting, and every possible appliance conducive to its perfect accomplishment.

Our standards of personal cleanliness heretofore, while highly placed, have been quite inadequate as to bedding and unworthy its importance. But the prejudice that "hair is best," like the tradition of the desirability of feathers, and tradition is almost prejudice itself, has now been overcome, and investigation is rapidly forcing a marked change for the better.

A bad night—"Hair."

It is already an accepted fact among thoughtful people, that a mattress filled with a contaminating animal fibre does not harmonize with the trappings of a clean and wholesome bed, any more than a foul or polluted smoke laden atmosphere is in keeping with the surroundings of an otherwise healthful sleeping apartment. The merits of the Ostermoor Mattress—a genuine sleep inducer of undoubted purity—are fully proven, and as the mattresses stuffed with hair displaced the feather beds of old, so now in turn is the dirty, dusty hair being rapidly discarded in favor of the greater comfort, purity and wholesomeness of the Ostermoor Mattress, which is "built," not "stuffed," with a hand-laid sheeted filling, made from a very elastic, absolutely pure, germ-proof, dust-proof, vegetable fibre, that has proven superior in every possible way and been found better than the best of hair or any other filling obtainable, as demonstrated by many severe tests.

A good morning—"Ostermoor."

ARRIAN, THE HISTORIAN, in 327 B. C., in relating a voyage through the Indian Ocean of Nearchus, an Admiral in the Navy of Alexander the Great, states he found the people wore fine shirts reaching below their knees, also head wrappings of a substance whiter and finer than flax, which grows on trees, and is used freshly picked as bed "stuffings."

Herodotus, another historian, in writing of the Hindoos, 484 B. C., states they possessed a sheep plant which produced wool of a finer and better quality than a sheep, and of it make their clothes, and "stuff their sleep bags."

Sir John Mandeville, an English traveler, in 1366, returning to his home—after 34 years of travel through all the then known world, stated that beyond far Cathay, even India, in a kingdom called Caldeya, there grew a vegetable lamb with wool outside, a great marvel—exhibiting a sketch of the wonder.

Baron von Herberstein, of the Court of Maximilian, also records a similar account, stating that from a seed there grows a plant 2½ feet high in the exact form of a lamb. It is rooted by a stem in the middle, and has an exceedingly soft covering of white wool.

Lamb Seed Plant.
After Baron von Herberstein.

Cotton was first grown in Egypt, many centuries ago, according to Pliny; in East India, according to others, and was long after introduced into China on account of its beautiful flowers, an obscure manuscript stating that the Emperor's bed was stuffed with cotton in 100 A. D., although even then it was but little known, as Marco Polo, the celebrated Venetian traveler, does not mention cotton in his works, although writing of China at that time.

Cotton was first introduced into Spain by Abdurrahmah the Great, in the Tenth Century. The first importation from Egypt to England was during the reign of Mahomet Ali Pascha, in 1823. Although found growing wild in this country, in what is now Mississippi in 1620, it did not become an article of cultivation until 1621, in Virginia, and yet Magellan, while recording his wonderful voyage in 1519, states he found the Brazilians using cotton for making beds!

The Caldeyan Vegetable Lamb.
After Sir John Mandeville.

In 1790 we began exporting cotton to England, and our production has increased so enormously, that while we only produced one million bales (500 lbs. each) in 1834—70 years ago, today we grow ten times that quantity, in fact three-quarters of all the cotton grown throughout the world.

THE MATERIALS from which the mattress is constructed are more vitally important than is generally recognized by the average sleeper, or even by the highest authorities on hygiene and sanitation. Physicians only cursorily dwell upon this subject, and have given it by far too little thought.

In health, we spend fully one-third of our lives in bed—far too many invalids all their weary hours—and yet we passively continue the use of whatever material habit, tradition or inheritance may have handed down for a mattress filling, utterly regardless of its sanitary or unsanitary qualities, although during sleep the pores of the skin are all wide awake, wide open as it were, and ripe for the absorption of germs.

Therefore, a germ-proof mattress is an absolute necessity. This requires a non-absorbent filling of positive purity, and one that will remain uncontaminated under all conditions.

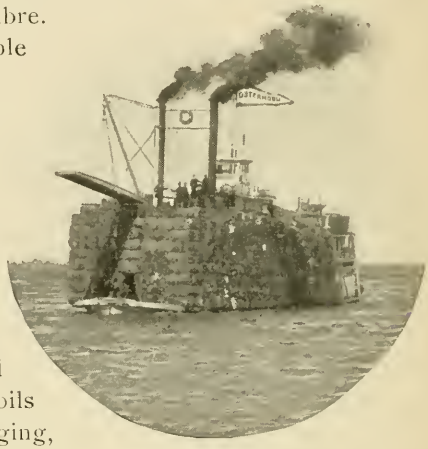
Cotton is undoubtedly the purest filling obtainable. Being a vegetable fibre, it has none of those horribly objectionable features like hair. Of far greater resiliency than hair, having a natural spring, it is readily sterilized and made non-absorbent owing to its peculiarly complicated fibrous formation. It is hygienic and sanitary, and the coolest material known, non-heating, a non-conductor as well, and peculiarly cool for summer use.

Cotton was used for stuffing Cushions in Egypt, in the days of Menes, nearly seven centuries ago. Frequent mention of its use is made by historians. It was then known as Kurpas; its origin a mystery. Centuries later, but little understood, it was called "vegetable lamb" or "plant wool."

One of our own Cotton Fields.

COTTON—not simply cotton and nothing more—but cotton mixed with brains, a fabric evolved from cotton, that is no more like original cotton than the finest cloth is like original wool, makes the celebrated Ostermoor, that unrivaled mattress filling. We use only an exceedingly high grade of fully matured cotton, having unusually long, tough fibres of great strength and resiliency, botanically known as Gossypium Herbaceum. Our standard of quality secured, the fibres pass a rigid inspection, being most carefully tested for that first essential, elastic strength and requisite length of fibre.

They must also be fully matured, or the valuable protection from all impurities and atmospheric changes given each fibre by that outer skin may be entirely lost from imperfect growth.



Absolute purity is our especial pride; pure originally, we make cotton purity itself by our treatment, all developments are made under the most rigid precautions as to cleanliness, that extreme cleanliness which is a part of purity.

We are remarkably careful in manipulation to enhance and preserve the original purity and eliminate every trace of even the minor vegetable oils and all bacteria, microbes, germs, etc., while aging, curing, cleaning and preparing the fibres for use, not only by the most approved sterilization, but also by an especially adapted system of air filtration with chambers of both dry heat and steam, as through various processes, chemical and mechanical, the material passes forward to completion.

Baling and Shipping Depot.

Cotton is one of nature's marvels and a far more complicated structure than is generally understood.

Microscopically examined it presents the appearance of a collapsed tube with corded edges, tightly curled or twisted spirally its entire length, like an elongated spring, and is composed of four distinct parts:

1.–The inner tube, resembling the core of a quill,

2.–Which contains the spiral center above described,

3.–This tube being again enclosed within an orter tube of cellulose.

4.–The whole is further protected and completely covered by an encircling skin, or enswathing sheath of hard white varnish, really cotton wax,—a shell-like, non-absorbent guard against all impurities.

THE FINAL TEST for tensile strength of fibre and preparation complete, the filling as nearly perfect as human hands and almost human complicated machinery built by the ingenuity of great experts can make it, is the only filling known that, unlike hair, is absolutely germ-proof, dust-proof, moth-proof, vermin-proof, water-proof, and so absolutely dry that it is free even from the water of hydration, and so entirely non-absorbent it will float.

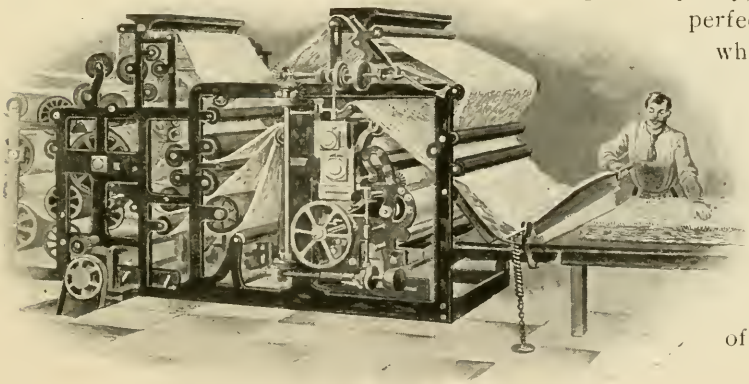
After all this preliminary preparation, which covers far more work and exacting labor than you can imagine, or than is easy to describe, it is made into sheets for the purpose of making an enduringly perfect filling of everlasting elasticity, so that a hand-laid mattress can be *built up* therefrom.

Judge the value of these sheets by the amount of labor required to make them. The already carefully prepared material is lightly blown apart and thoroughly worked and beaten by frictional rotary air pressure into loose, flaky sheets, all the while undergoing the intensest heat, thus preserving unbroken, unstrained, each separate fibre we took such pains to cure and treat.

Magnified section of a compressed Ostermoor sheet.

These sheets are slowly and evenly drawn over drums, and redrawn or spun over cards, while the fibres are being straightened and stretched to their utmost tensibility, and at last are carded over great giant complex machines, during which certain action is brought to bear which shrinks or contracts the tensibility, thus naturally curving the fibres. Now, passing along over open cylindrical revolving hoops, twin sheets are formed one over the other, the fibres of which unite, each joining or interlacing one within the other through natural curl or spring, and these coalesce into the first perfect single sheet.

A few more revolutions to increase thickness, and at last appear those wonderfully elastic, beautiful, light, airy, interlacing, fibrous sheets of Ostermoor, virginal in purity, absolutely sanitary, perfectly non-absorbent, which made day in, day out, year in, year out, during over fifty years of ever constant betterment, has revolutionized the art of mattress making, and made the name of Ostermoor famous.



Ostermoor Sheets at Cutting Table.

COMPARE the vast superiority of the Ostermoor sheeted filling over hair, which is still further enhanced by the unusual method of making an Ostermoor Mattress. A "hand-laid" filling "built" in layers, not "stuffed" like hair, makes the Ostermoor Mattress peerlessly perfect in shapeliness and elasticity, and evenly soft in every spot. Unlike hair these merits are enduring, it is practically un-wear-out-able, first cost being last and only cost for years to come.

By the Ostermoor, and no other method of making, with the Ostermoor "hand-laid sheeted filling," and no other filling, is this possible. That's why the name of Ostermoor made the mattress famous.

In making a hair mattress, the tick, cut any old way—no attention being paid to matching pattern or stripe—is sewn up and completed all but one end like a bag with an open end, and into this bag the mattress maker "stuffs" the hair, never evenly, easily displaced, tufting alone shifting and bunching it. Does the picture appeal to you? Surely not.

Contrast with this primitive method of work, the extraordinary care used in *building* an Ostermoor Mattress. Our method requires that the ticking cover be cut in a peculiar way, not only that, but cut to match pattern, top, bottom, sides and ends, and stripes or pattern seamed to match both border and top—on this detail we insist—and it's all such details that count. The Ostermoor cover, unlike the hair bag, is only partially made, the borders are set on and double stitched, the top being left open and folded back like the lid of a box or trunk.

(*Continued next page.*)

Stuffing a Hair Mattress.

Norton, Bristol Co., Mass.

February 6, 1901.

Messrs. Ostermoor & Co.

Gentlemen:—My first experience with an Ostermoor Mattress was in 1880, when I spent the winter in Boston. I always supposed it was an unusually fine quality curled hair, and often remarked I never saw so good a bed. At length I espied a label upon end of mattress with your firm name on it, stating the material of which it was made and your wonderful guarantee not to mat.

This led me into purchasing an Ostermoor mattress which, during the past twenty-one years, has given us more and more satisfaction each day, and is today just as good as the day it was made.

You made our church pew cushions, and I must say they are just as satisfactory today as when we first used them. Ostermoor mattresses and cushions certainly do not mat down as does hair, and are everlastingly soft, clean and comfortable.

Respectfully yours,

E. B. WHEATON

OSTERMOOR

Into this well-made, box-like cover, the Ostermoor sheets of natural springy softness, fully two and a half inches in thickness, purity itself, are laid one over the other by the hands of experts, until the required thickness be obtained, and then gently compressed to about one-fifth the original thickness, thus deftly incorporating or interlacing the whole billowy mass into *one* sheet of uniform thickness throughout, which is then daintily enclosed in tick entirely by hand, and hand-sewn within across both ends and one entire side; see pages 40, 41, 42, 43. Thus, all the softness being most evenly distributed, every square inch possesses exactly the same resilience and elasticity, no formation of bunchy lumps or hollows, nor matting down, for shifting of filling is an utter impossibility.

Thus is achieved that high standard of "hand-laid" construction, so different from the usual mattress making, enhancing so greatly the value of the perfect Ostermoor filling, which together with that exacting detailed finish; that minute accuracy in tufting—each tuft of same space and tightness of tension; that careful stitching and boxing of border; that wonderful blending of brains, skill and materials so all too briefly described, which results in the upbuilding of that perfect whole, that incomparable sleep inducer—the Ostermoor Mattress, which unlike hair is exceedingly soft and elastic, besides being absolutely pure, dust-proof, germ-proof, vermin-proof and water-proof.

E. H. Gregory, M. D., St. Louis, Mo.

3525 Lucus Ave., March 10, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—Ostermoor Mattresses have been in use *in my house since* 1877. *During these twenty-seven years they have constantly grown in favor, remaining always the same, requiring no remaking. I think them far superior to hair in every way.*

Hair being an animal fibre—is sanitarily unclean, and uncleanable—while I have proven Ostermoor mattresses to be what you claim—purity itself.

They unquestionably make the most comfortable, the cleanest, and the most wholesome beds.

Yours truly,

E. H. GREGORY

OSTERMOOR MATTRESSES are *built*, *not stuffed*, and the Ostermoor method of mattress *building* remedies all the faults so common in other mattresses and is absolutely the only mattress so *built* on the market, and the only mattress that does not require renovation. We *build* as many mattresses in a week as most manufacturers *stuff* in a year, and guarantee our cheapest mattress at $15.00 to be better by far than others can possibly stuff at $50.00.

Other manufacturers hire men for general all-around work, mattress makers who stuff, stitch, tuft, etc.—in fact one man, a mattress maker, who does all the work upon the mattress except making or sewing the tick.

The Ostermoor system of mattress *building* is radically different. Each mattress passes through the hands of at least twenty different operators, some men, some women, which ever is best fitted for the work, and they are given sufficient time to properly complete each portion of their labor, and do it well.

Perfection of work is our hobby. Our whole system is built upon that plan of individual specialization which secures absolute perfection. This means expert services; to secure which we divide the work in branches, the branches in parts, and put one person only at work on each particular part, that part in which they excel, and they do nothing else but that one thing hourly, daily, yearly, in many cases, as their parents have done before them, during the past fifty years; as the entire work throughout our factory has been so specialized, for nearly fifty of the fifty-one years we have been making mattresses, during which time we have made the *building* of mattresses a *science!*

"His occupation gone".—An Ostermoor Mattress needs no renovation.

Watkinson Juvenile Asylum and Farm School, Hartford, Conn.

Messrs. Ostermoor & Co. Albany Ave., P. O. Box 965, March 1, 1904.

Gentlemen:—It is twenty-three years since I first fitted out a dormitory with Ostermoor Mattresses, and all additional mattresses since, except four I was induced to purchase on the claim that they were equal to yours, and a trifle less in price. None of these four are in existence now, while the first and all that came from you are as good as new.

Our beds are occupied by boys from twelve to twenty years of age, who wear them very hard, and *two years ago we took off the ticks for a thorough washing, and your mattresses went together without a single exception in perfect order*, while the four I speak of went to pieces, so that we could do nothing with them.

For durability and cleanliness we cannot find their equal, and no bed is more comfortable.

Soon after my first purchase of you, I replaced hair mattresses in my own house with Ostermoor Mattresses, and to show you how well we like them, *after using them so long without any repairs or renovation of any kind, it is a common expression, both by my wife and myself, when we spend a night away from home, "How I wish we had our Ostermoor mattress with us."*

Yours faithfully,

E. B. SMEAD, Principal

OSTERMOOR SPECIALIZATION shortens time, and time means money in mattress making. Each specialist doing but the one thing they do best soon become experts, do it better and far quicker than it can possibly be done by others.

Ten different branches are each grouped under one professional head in that expert construction, constituting the Ostermoor Hand-Laid System, which requires eight additional individual operations by specialized experts to complete. All these experts command the highest salaries, salaries that are prohibitive to the average mattress manufacturer, who knows nothing and cares less as to the training or treatment of expert work people, and seeks only for cheap labor to cheapen cost, for with him it is not how good a mattress can be made, but how cheap.

Ostermoor Mattresses are not the usual kind that most people consider good enough; not the cheap kind, dear at any price, but cheaper in the end by far than the cheapest of all; they are the different kind—the better kind—of a quality not obtainable elsewhere at any price. Quality only bears the Ostermoor Label. Ostermoor-quality. One suggests the other. Not a mattress for one taste, but for all tastes. Not for one pocket, but for all pockets. An underpriced luxury. An Ostermoor un-wear-out-able money's worth.

Imitation of an Ostermoor Mattress "A Hopeless Task."

Discouraging to Hair Mattress Renovators.

LIFE IS ONE LONG SLEEP. An Ostermoor Mattress ends all sleep troubles, and makes the way infinitely smoother, brighter, and more comfortable during one-third the journey at least.

The first cost of an Ostermoor Mattress is the last and only cost. It will never cost you a cent for repairs of any kind, and will not mat or pack like hair, nor need to be made over just every so often like the hair mattress, which ever becomes an increasing source of expense, until even remaking is impossible, and the purchase of a new mattress becomes an absolute necessity.

The change from a dirty, dusty hair to an Ostermoor Mattress can be made at any time, in any climate, under any condition of health, and is a change for the better under all circumstances, and cannot be made too soon, either for your comfort, health or economy. We want the Ostermoor to become your mattress, its purity your delight, and its luxury your everlasting comfort.

The cleaning or remaking of a hair mattress, means merely beating out the dust, ripping apart the old tick, repicking, washing, drying, and finally baking the old hair to kill the vermin, and moth, and their eggs, losing a large part of the hair so doing, then restuffing in new tick, or the old one which has been washed meanwhile, and the result is but a discouraging makeshift, which must soon be repeated.

Such work if done at home means dirt and annoyance, if sent away expense and loss, without any allowance whatever for value of hair that may be stolen by dishonest workmen, or inferior hair used in substitution, a trick often practised, as you know by experience.

The usual annual making over and refilling of a hair mattress absolutely necessary to keep it fairly clean and comfortable. If done at home—dirt and annoyance. If sent away—expense and loss.

John Byrne, M. D., Brooklyn, N. Y.

314 Clinton St., February 7, 1902.

Messrs. Ostermoor & Co.

Dear Sirs:—I have used Ostermoor Mattresses in my house *without any renovation whatever, for over a quarter of a century*—(28 *years*)—and have seen them for that length of time in St. Mary's Hospital, and *I do not hesitate to state that they are in every respect superior* to those made *from the best quality of curled horse hair.*

Ostermoor extracts heat from the body without absorbing moisture, and has therefore *a special advantage in certain rheumatic conditions.*

As for cleanliness, perfection in workmanship and extraordinary durability, I doubt if the Ostermoor Mattress has any equal. Very respectfully,

JOHN BYRNE

Contrast the simplicity and wonderful cleanliness of an Ostermoor Mattress, which needs no remaking—with the dirty, dusty, hair. See how easily tick is removed for washing, if desired, owing to its superior construction.

Should the tick of an Ostermoor Mattress become soiled through any cause. soap, brush and water will cleanse it thoroughly, and will not hurt the filling, because it's non-absorbent. Dried in the sun it is absolutely unharmed. If preferred, ticking is very readily taken off to wash, the sheets of Ostermoor Filling having incorporated into one sheet, thickness of mattress cannot become displaced, and will remain intact, sweet, pure and clean. In rare instances should top sheet be stained, as it cannot penetrate over one-eighth of an inch, soiled part is easily peeled off, the filling returned and closed within the washed ticking, and retufted, when mattress in every respect is equally as good as new!

An Ostermoor Mattress is dust-proof, and during twenty years' use can never become as dusty and dirty as a hair mattress will, in less that many months. It is also proof against all germs, all vermin, all dirt or water, and is so resilient and elastic it will never mat or pack, costs new less than half the price of a really first class quality hair, and never costs any more.

Hair, originally unclean, and practically uncleanable, attracts dirt, absorbs all moisture and emanations of the body, is a breeder of vermin, an ever increasing expense, and, at all times, new or old, a dangerous menace to health.

DRIVING, POURING RAIN WETS YOUR CLOTHES.

You are wet to the skin, as wet as if you had taken a bath in your clothes, but you have not absorbed water; neither will an Ostermoor Mattress; and its clothes (or tick) will dry far more quickly than your own. It is non-absorbent. It will float.

Long, practical experience. Superior everlasting elasticity. Proven non-absorbent.

John C. Barron, New York City.

Messrs. Ostermoor & Co. 35 Broadway, Jan. 6, 1902.

Gentlemen:—I have no hesitancy in adding my testimony, from a long, practical experience, as to the everlasting elasticity, durability, non-absorbent, and buoyant qualities of the Ostermoor Mattress. In these respects I think them superior to all other mattresses.

Yours truly,

JOHN C. BARRON

Washington, D. C.

Prindle & Russell, Attorneys and Counsellors at Law.

Messrs. Ostermoor & Co. 509 Seventh Street, May 29, 1897.

Gentlemen:—In response to your inquiry of the 26th inst., we have to state that some time in 1889 you made a set of Ostermoor Cushions for our steam launch, the "Alma," which launch, during the flood of 1894, was sunk, *and remained under water for a number of days before we could raise her.*

Upon raising the launch we found some of the Ostermoor cushions had been washed away, but of such as remained each one was in perfect condition, except with regard to the plush covering, which was too much soiled by mud for use. The said cushions were returned to you to be recovered, and were then in as perfect condition as were the new ones which were made to replace those lost.

Under water 2 months. Good as new after 13 years' service. Perfectly free from damp and mildew.

The cushions in question, which have been in use since 1889 (eight years), are entirely free from mildew and unpleasant odor, very elastic and satisfactory and prove all you claim.

We most heartily recommend the Ostermoor as being the *best material of which we know for cushions*, and also because cushions made of such material are perfect life preservers, being acceptable to and approved by the United States Steamboat Inspectors.

Very cordially,

PRINDLE & RUSSELL

Prindle & Russell.

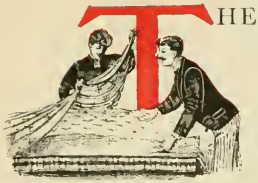
Washington, D. C., Jan. 3, 1902.

Messrs. Ostermoor & Co.

Gentlemen:—Our present views relative to Ostermoor Cushions have not been changed since our letter of May 29th, 1897, and we most cordially endorse today every statement made therein.

Very cordially,

PRINDLE & RUSSELL



THE SUPERINTENDENT of one of the largest Massachusetts State Institutions, using nearly a thousand Ostermoor Mattresses, and enthusiastic in their praise after twenty-four years' actual use, stated to us recently that his original order was given us against the judgment and advice of his Matron and her assistant, who wanted hair—which they had previously been using—and was given to us unknown to her. Several months after they were in use he asked how she liked the mattresses he bought; she exclaimed, "Oh! they are splendid—perfect—I am so glad you bought such good hair mattresses and not those cotton ones. My bed is so comfortable, and the mattress the best I ever slept on." (Used even without a spring of any kind.) "At this statement I sent for the mattress, had it opened, showed her the filling, when she would hardly believe her own eyes."

They think Ostermoor mattresses far better than any hair, for they are as soft today as when new. Soap and water don't hurt them in the least, for when the Ostermoor ticks become soiled, as will happen, they simply put them through the hot steam sterilizer, and dry them in hot air, and they come out like new, without any injury whatever, and that's impossible with hair.

Nayatt Point, Rhode Island.

Absolutely nothing approaches Ostermoor Mattresses in excellence.

Messrs. Ostermoor & Co. January 25, 1900.

Gentlemen:—I learned to appreciate the merits of cotton as a material for a mattress fifty years ago, when a young housekeeper, desiring something better than I could then buy for a bed, I procured thirty-odd pounds of the very best cotton, and, with my wife's help made a mattress which, when placed upon a spring arrangement, also of home construction, furnished all the needed requisites of softness and elasticity.

Since that time I have had many beds of many kinds, among which I have a vivid memory of some hours of refreshing slumber upon a bed of warm ashes, under the boilers of an Alabama River steamer one winter night, and also of occasional bivouacs upon Virginia soil during the war.

At other times the best curled hair mattresses have been mine, but I have found *absolutely nothing approaching in excellence your Ostermoor Mattress. It is indeed a marvel, and I can most heartily endorse same as fully proving all you claim.*

Yours truly,

H. H. RICHARDSON

OSTERMOOR MATTRESSES need nothing in the way of renewal for an ordinary lifetime, except a cleanly turning and airing daily—as all mattresses should have—and a generous sunbath several times yearly, to keep them indefinitely as "good as new." They puff or rise in the sun and heat, as if endowed with life—as a "pan of biscuit" rises.

Marion, Ohio.

Messrs. Ostermoor & Co. January 18, 1901.

Dear Sirs:—I beg to assure you that our great regard for Ostermoor Mattresses makes it *a pleasure to tell you that they cannot be excelled* by any other. After using our first one, *purchased in* 1879, *twenty-two years ago*, for a few months, we disposed of a hair mattress and replaced by another one of yours.

Used with pleasure for 22 years. Cannot be excelled.

On general cleaning days we place our mattresses in the sun for a few hours, and as my little girl once said: "They act as if they had Royal Baking Powder in them," they puff or rise so greatly!

They are so cool in summer and warm in winter, fully as soft without being so oppressive as feathers, and much softer than hair.

All our beds, and also those of nearly all our friends, are supplied with Ostermoor Mattresses, and time only makes us think more highly of them. They are surely perfection in every way.

Yours respectfully,

MRS. E. J. FAIRFIELD

New Jersey School for Deaf Mutes,
Trenton, N. J.
Weston Jenkins, Principal.

Messrs. Ostermoor & Co March 24, 1900.

Dear Sirs:—Ostermoor Mattresses have been used in this school for the past sixteen years, and have proven entirely satisfactory.

Proved superior to best Hair Mattress during 16 years' constant use of a large number. Four special points have they surpassed.

They are fully equal in comfort to the best hair mattresses, and are superior in the following respects, viz.:

First—They do not mat or pack after many years' use.

Second—They are lighter and more elastic than hair.

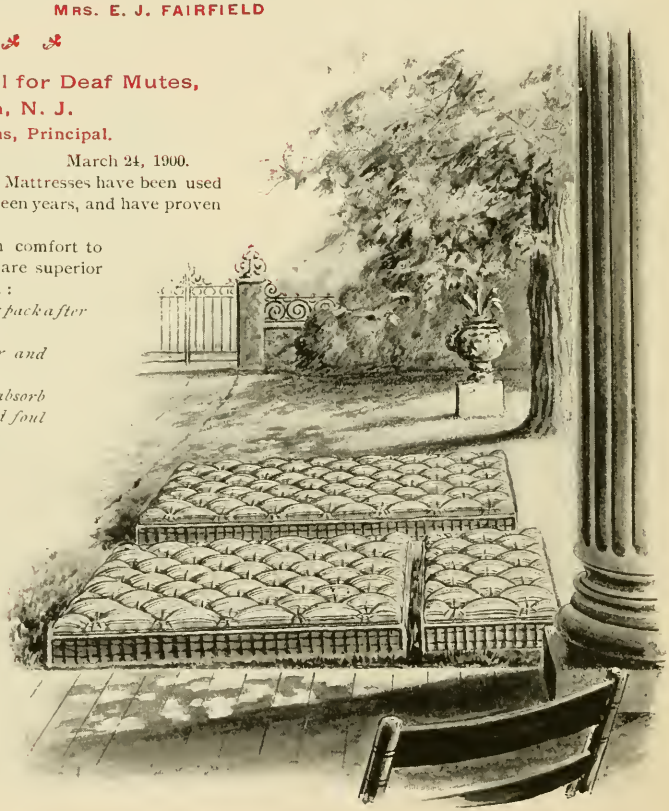
Third—They do not absorb emanations from the body and foul odor to the extent that hair does.

Fourth—They can be made perfectly fresh and sweet after long continued use by simple exposure to the air and strong sunlight.

I would not willingly have any other material used for mattresses in an institution under my charge.

Very respectfully,

WESTON JENKINS,
PRINCIPAL



WE ARE OFTEN COMPLIMENTED, we regret to say, upon the Ostermoor Mattress in various words, as follows: "That Cotton Mattress of yours is truly wonderful." "Yours is certainly the finest Cotton Mattress made," etc., etc.

The Ostermoor Mattress is not a cotton mattress; its raw material, we grant you, was cotton, but cotton of an unusual grade, and the various processes to which we subject the fibres entirely changed and evolved from that cotton an entirely new fabric, the same as cloth is evolved from wool,—and not ordinary cloth, either. The Ostermoor process of imparting enduring elasticity and wonderful softness to the fibrous texture of cotton, has achieved a result incomparable with any other known material, it being impervious to moisture, proof against vermin, permanently elastic, and will never mat, pack, lump or bunch like hair. These enduring and desirable qualities, together with our unusual method of making—hand-laid sheeted filling, and hand-closed ticks—make the Ostermoor Mattress an article of distinctive merit; while the cotton mattress is simply cotton, a makeshift and nothing more, usually much less, as the many so called cotton mattresses are not even cotton, but the poorest refuse waste thereof, being only cotton ginnings, no more cotton than shoddy is wool, or coal dust is coal, and relatively as worthless.

Howell Co. Bank, West Plains, Mo.
Jos. L. Thomas, Pres't.

March 7, 1900

Messrs. Ostermoor & Co.

Gentlemen:—I had entirely forgotten the fact that I had purchased one of your Ostermoor Mattresses some seventeen years ago, and doubted your statement, supposing, of course, I had a hair mattress; but on appealing to my wife she coolly informed me that I had been sleeping on one for the past seventeen years.

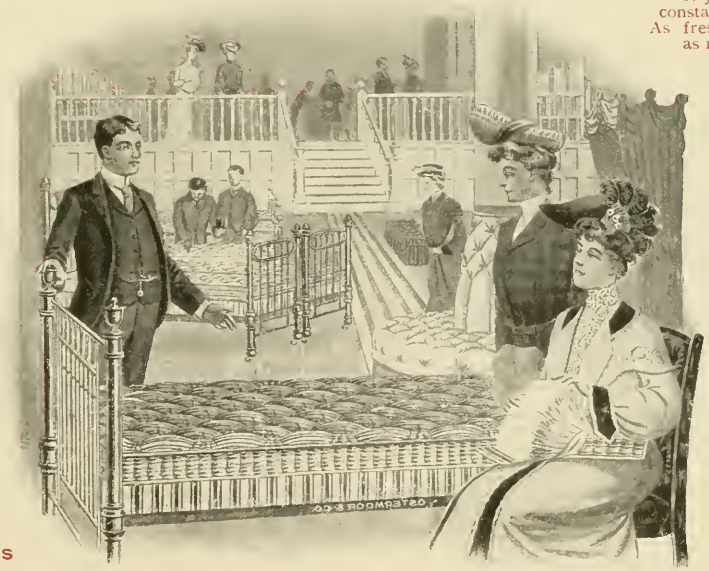
I have enjoyed it vastly, and it is now as satisfactory, as fresh and as elastic as it was when first gotten, notwithstanding its constant use since purchased.

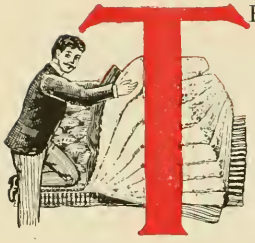
I take pleasure in adding my testimony to its merits in these late days of fraud and humbug.

Very truly yours,

JOS. L. THOMAS

Liked so well thought it Hair during over 17 years' constant use. As fresh today as new.





THE SUCCESS of the Ostermoor mattress is due to merit, brains, push, business ability, and the advertising publicity, that has cost us over a million dollars, and has made its fame world wide. That's reputation.

Such a reputation is so valuable, you may safely trust us not to wreck it, but to ever guard most zealously. It means also that we must be always making mattresses ever of the same merit and trustworthiness, yesterday, today and tomorrow, to retain our success. That's responsibility.

Beware of imitations—don't be swindled—the storekeeper who offers you a substitute for the Ostermoor Mattress, claiming it's "just as good," "expressly made for me"—or "I made it myself and I know how it's made"—not only insults your intelligence, but is a dishonest swindler as well. He is simply trading on our success—our reputation—has no responsibility and nothing to lose.

Would he accept counterfeit money in payment? Oh, no! And yet imitation money is "just as good" as his imitation substitute.

As a matter of fact, such substitutes are dishonestly worthless, and attempts to sell them nothing but the commonest form of mean, petty swindling.

Storekeepers don't make mattresses, and don't even know how they are made, and if they sell an imitation of the Ostermoor Mattress, they must patronize one of those numerous concerns who are making it a business to furnish cheap substitutes of no value whatever, that are simply expected to sell on the true merit and honest reputation of the Ostermoor Mattress.

Any storekeeper who attempts such substitution, recognizes that it is possible only because you have heard how desirable our Mattress is, through our advertising, and he not only robs you of your money and cheats you with a worthless counterfeit, but betrays your confidence and insults your intelligence.

The Cheap Imitator's Fate.

The cheap imitator who endeavors to trade upon the ideas or reputation of another can not win permanent success.

The man who copies and cheapens his competitor's productions often finds that the cream of the business belongs to the honest, responsible originator, and that the imitator must at best content himself with the leavings.

No matter how he fools the public, the man who imitates the goods or trade-mark of a competitor, by that act confesses to the world his inferiority, and is sure ultimately to lose tenfold what he gains by his dishonest course.

That which leans on another's reputation will ultimately fall.—*Clip.*

Substitution is Suspicious.

A sale of stock is advertised. There are horses with pedigrees and records to be sold. Farmer Brown attends the sale with the purpose of buying one of these good horses. But the seller says to him, "That horse you want is a good horse, of course, but I've got another there that is just as good which I'd like to sell you."

"Has he just as good a pedigree?"

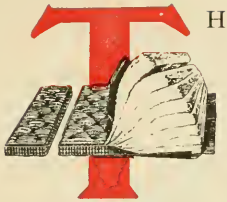
"Well no, he hasn't any pedigree to speak of."

"Has he any record."

"Well, no, we never held a watch on him that I know of, but he's 'just as good' as the horse you want."

Would Farmer Brown buy the "just as good" horse? The question answers itself. And yet this same farmer will allow himself to be swindled time and again by accepting "just as good" articles in place of those he called for, although the article he called for has a pedigree and a record, and is a standard in the markets of the world. Yet in place of this standard article he will accept a substitute which nobody knows anything about, an untried, unproved article which has no record of value and no proof of origin.

Let the buyer who is offered a substitute bear in mind that substitution is suspicious, and that a substitute always carries the ear marks of a swindle.—*Printer's Ink.*



THOSE prosperous human vultures, offering an imitation "just as good" mattress, brazenly preying on our pockets and yours, slyly fatten on such dishonesty simply because they have nothing to lose, no reputation to maintain, no valuable name to ruin, no merit or quality to guard; they have no responsibility, and when caught and exposed, just creep back without even a squeal of protest into that obscurity where they belong, and are despicably greater thieves than the desperate human failures—thieves through hunger.

Take care! Don't be fooled! The name of Ostermoor is a personal guarantee of reliability, our confidential responsibility. Our label on each mattress we make is as much our personal guarantee as though issued to you individually.

Beware of imitations. Every genuine Ostermoor Mattress bears our illustrated, trade-marked, Hand-Laid Filling Label in exact design and colors as reproduced above—and also has the name Ostermoor woven every three inches in the Binding on all Edges. Put there for your protection. Look for them. Accept no substitute.

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Mattress.

Copyright 1897 Ostermoor & Co.

Fig. 1. Building the Sheets of Ostermoor in open tick by hand. See description, pages 28, 29, 30.

Trade Mark—Registered

A billowy, downy mass of springy softness, virginal in its purity, an unrivaled mattress filling—such stuff as dreams are made on

Price list, Ostermoor Mattresses, as Advertised, page 129.

Blackstone, Va.

Messrs. Ostermoor & Co. January 14, 1904.

Gentlemen:—The Ostermoor Mattress bought by my grandfather, T. Freeman Epis, of Blackstone, in June, 1856, forty-eight years ago, is still in use, and as good today as the day it was made, and has had no repairs or renovation of any kind during all that time, except that the tick has been taken off and washed.

This mattress has had harder usage than many, for it has been lain upon at least twelve hours every day for the past forty-eight years, with the possible exception of some twenty days during all that time, when it was not used.

Used 12 hours daily for 48 years. Good as new. Everlastingly comfortable.

It was bought as the very best mattress that could be obtained in 1856, and we had always spoken of it in the family as an exceptionally fine quality hair mattress, and it was only when ticking was taken off for washing some four years ago, that your label was discovered. The new mattress purchased from you by myself at that time has proven to be fully as good, if not better, than the original one.

To say that we are delighted with Ostermoor Mattresses is to poorly express the satisfaction we have found during all these many years' experience of their wonderful merits and everlasting comfort.

Yours respectfully,

(Mrs.) R. F. DILLARD

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Mattress.

Fig. 2. Showing the Ostermoor Sheeted Filling laid in place, partially enclosed within ticking. See description, pages 28, 29, 30.

Copyright 1897 Ostermoor & Co.

Trade Mark—Registered

This results in that absolute uniformity in thickness, softness and elasticity, where every square inch exactly duplicates the other—bringing sleep full of rest from head to feet.

Price list, Ostermoor Mattresses, as Advertised, page 129.

Rev. Jos. A. Seiss, D.D., Philadelphia, Pa.

Messrs. Ostermoor & Co. 1338 Spring Garden St., February 14, 1904.

Sirs:—I have had one of your Ostermoor Mattresses *in constant use for thirty-two years past. It is not in the least matted down, but is just as soft, clean and elastic as when new*, although the ticking is very badly worn and giving way rapidly now, so that I think recovering is necessary.

Used constantly for 32 years, but just as soft, clean and elastic as when new. Would use no other

I certainly would not have a mattress for personal use except the Ostermoor, for there is not, to my knowledge, anything so satisfactory and enduring as your mattress possible to be obtained. Surely the sight of this thirty-two-year-old mattress, and my remarkable experience, must convince doubters, if any are left.

My experience, wonderful as it is, I understand is not exceptional, and I most heartily recommend your wonderful mattress. I have given you many orders for self and friends—also the Lutheran Theological Seminary at Mt. Airy, which we furnished throughout with Ostermoor mattresses, where they are proving just as satisfactory.

The Ostermoor Cushions you put in the pews of the Church of the Holy Communion thirty-two years ago have given entire satisfaction. Not a cushion is in the least matted down, and I cannot in any particular see that they have depreciated from what they were when new. Yours truly,

JOS A. SEISS

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Mattress.

Copyright 1897 Ostermoor & Co.

Fig. 3. Binding and enclosing the sheets within the tick by hand sewing. See description, pages 28, 29, 30.

Trade Mark—Registered

Careful stitching and boxing of border, and minute accuracy in tufting, complete this peerless mattress—perfection itself in every smallest detail—whose merits invite one to sleep.

Price list, Ostermoor Mattresses, as Advertised, page 129.

Buffalo Stained Glass Works, Buffalo, N. Y.

Ecclesiastical and Domestic Stained Glass.

Messrs. Ostermoor & Co. 29 Pearl St., February 3, 1904.

Gentlemen:—Thirty-four years ago my father bought an Ostermoor Mattress. It was in constant use without repairs of any kind until the spring of 1896, when it was sent to you to fix up and recover. We are now using it, and as far as I can see it is as good as it was the first day we got it. We have three others of your mattresses bought within two or three years after the above, and are using them every day. So far we have not had anything done to them, and they are in good shape.

I can commend them for their marvelous merits and absolute freedom from vermin. Should I need a mattress any time I shall get yours unquestionably in preference to any other. They are the best in the world.

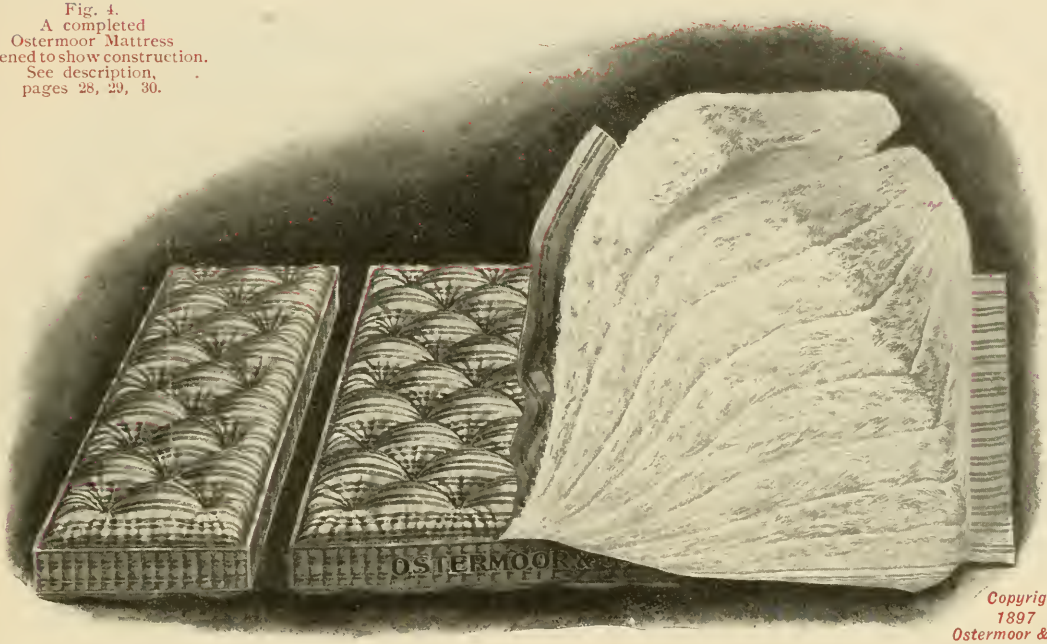
Yours respectfully,

R. O. RIESTER

Possess marvelous merits. 34 years old. Recovered after 26 years' use. Good as new today.

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Mattress

Fig. 4.
A completed
Ostermoor Mattress
Opened to show construction.
See description,
pages 28, 29, 30.



Copyright
1897
Ostermoor & Co.

Trade Mark—Registered

A dust proof, moth proof, vermin proof, germ proof and absolutely water proof *sleep inducer* that will not mat or pack, and needs nothing to keep in perfect order for years to come but a good, airy sun bath several times a year.

Price list, Ostermoor Mattresses, as Advertised, page 129.

Massachusetts School for Feeble Minded, Waverly, Mass.

Walter E. Fernald, M.D., Supt.

Messrs. Ostermoor & Co. March 5, 1904.

Gentlemen:—Large numbers of Ostermoor Mattresses have been *in constant use* in institutions with which I have been connected for the past *twenty-five years*, and I may say that I am thoroughly familiar with them and their good qualities—and we are using them here throughout.

I consider Ostermoor to be a superior material for mattresses; in fact I believe it is superior to the best curled hair or any other substance for that purpose.

Constant use 25 years. Superior to best hair or any other mattress.

I have been sleeping on an Ostermoor Mattress for years and have found it as comfortable as any mattress I have ever used.

I have always found your mattresses made in a first-class manner, and everything used in construction of same to be of excellent quality.

Very respectfully,

WALTER E. FERNALD, Supt.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

—Shakespeare

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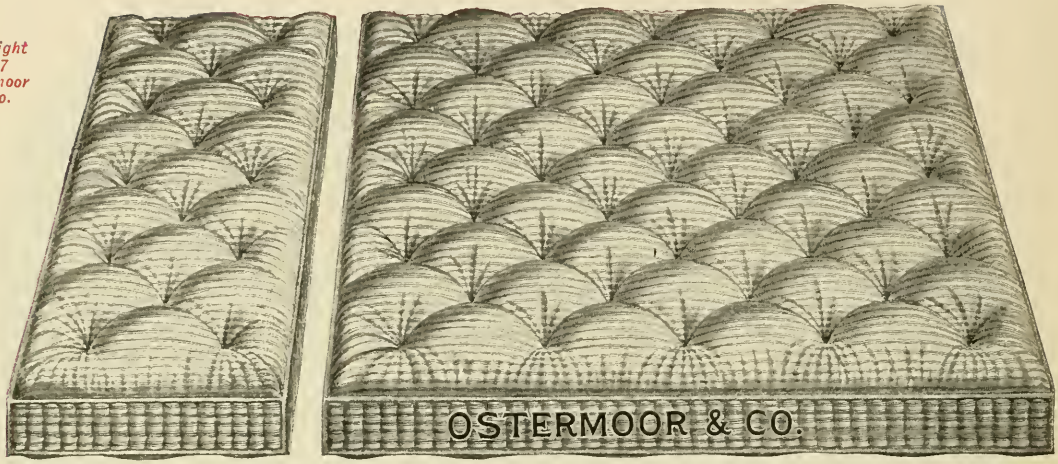


The widely **Advertised Ostermoor Mattress,** 4 ft. 6 in. wide, two parts, **A. C. A. Ticking,** $15.50.
If made in one part, costs $15.00.

Price list all sizes of Advertised Mattresses, pages 128 and 129.

540 Land Title Trust Building, Philadelphia, Pa.

By 27 years' actual proof best bed ever made.

Messrs. Ostermoor & Co. March 10, 1904.

Gentlemen:—*I have very satisfactorily used* Ostermoor Mattresses in my house for *twenty-seven years. I consider them superior to any hair mattress for comfort and service.*

I have induced many friends to buy them instead of hair, believing them, *by actual proof*, the *best bed in the market.*

Yours very truly,

M. MOON CHILD

The Dalles, Oregon.

25 years' use fully proves extreme durability and everlasting elasticity.

Messrs. Ostermoor & Co. April 8, 1904.

Dear Sirs:—All my hopes *twenty-five years ago* with regard to Ostermoor Mattresses have been more than fulfilled with regard to their "*extreme durability*," and have proven during these years their "*everlasting elasticity.*" They are today wholly satisfactory *after all these years of constant service.*

Very truly yours,

E. M. WILSON

Syracuse State Institution for Feeble-Minded Children, Syracuse, N. Y.
J. C. Carson, Superintendent.

30 years old, still in use. Exceedingly durable.

Messrs. Ostermoor & Co. February 27, 1897.

Dear Sirs:—The Ostermoor Mattresses *purchased of you thirty years ago are still in use at this institution.* Some of them have been made over and recovered, but the majority have had no repairs and still are in good condition.

Your mattresses are certainly *exceedingly durable, elastic and comfortable*, and their use here has been very satisfactory indeed.

Yours very truly,

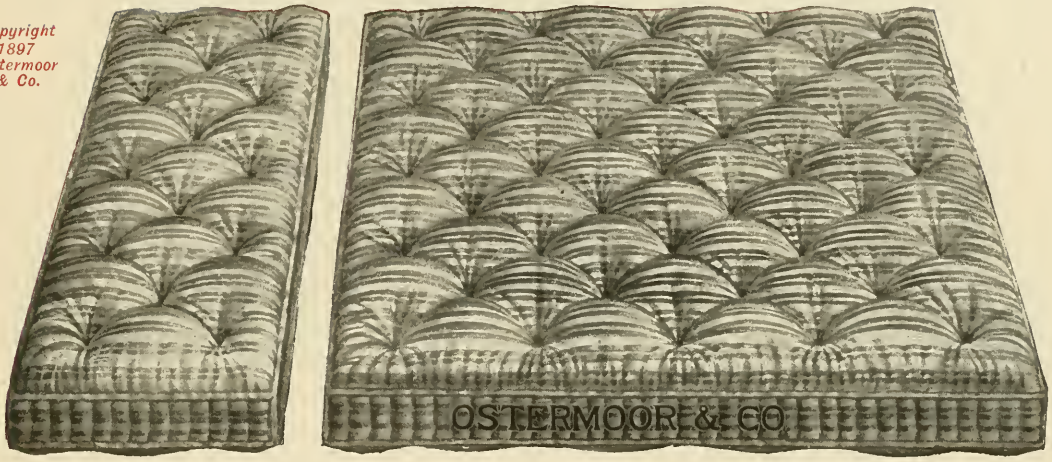
J. C. CARSON, Supt.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

—Shakespeare

Copyright 1897 Ostermoor & Co.



Two Part Mattress, 4 ft. 6 in. wide, in **Satin-Finish Ticking,** $17.00.

If made in one part, costs 50c. less.

Price list, stock sizes, page 130.

W. C. Whitcher, Stoneham, Mass.

Dealer in Groceries, Flour, Grain, Hay and Straw, Etc.

Messrs. Ostermoor & Co. February 29, 1904.

Gentlemen:—It gives me great pleasure to say that the Ostermoor Mattresses I bought from you *thirty-five years ago*, and which have been *in constant use ever since*, are to-day *as good as new;* if anything, they are softer and more elastic than when new.

We are delighted with them, and it's a marvel the way they wear, for they have never matted the smallest particle.

We think the Ostermoor Mattress the most *perfect* bed in the world. Use my letter as you like; it's all true. I'm glad to tell you. Yours very truly,

W. C. WHITCHER

Most perfect bed. Softer and more elastic than when new—35 years ago. A marvel.

Carleton College, Northfield, Minn.

Messrs. Ostermoor & Co. March 10, 1904.

Gentlemen:—President Story has just handed me your letter, and we are more than glad to have an opportunity to speak in the *highest terms* of your Ostermoor Mattresses, for they are the *very best mattress we ever saw.*

We have used them for the *past twenty-two years* and they are *now in need of recovering and refuffing, although not at all matted down*, but very shapely and most wonderfully soft. *As to comfort, they have proven perfection.*

I am very sorry that I was foolish enough to add a few of another kind of mattress to the house not long ago—they are not satisfactory, and were we to furnish today, we would choose Ostermoor Mattresses in preference to hair or any other mattress made. Respectfully,

ANNA T. LINCOLN, Matron

Prefer to hair. Used 22 years and good for 22 more. They are perfection.

Bank of Honeoye Falls, Honeoye Falls, N. Y.

A. M. Holden, Banker.

27 years' complete satisfaction.

Messrs. Ostermoor & Co. January 23, 1904.

Gentlemen:—The Ostermoor Mattress I bought of you twenty-seven years ago has always given complete satisfaction, and it is *in absolute perfect condition* to-day after having been in *constant use* all of these years *without the slightest renovation or repairing.* Yours truly,

A. M. HOLDEN

Crawfordsville, Ind.

20 years old and will give satisfaction years to come.

Messrs. Ostermoor & Co. March 9, 1900.

Gentlemen:—My Ostermoor Mattress bought of you *twenty years* ago is still in use—it is by far the *most satisfactory mattress* we have ever used—is in very good condition indeed, and we feel sure will give satisfaction for many years to come. Yours truly,

JOHN S. BROWN

The London Rubber Co., Ashtabula, Ohio.

A. A. Southwick, Sec'y and Treas.

Used 25 years. No other half as good. Entire satisfaction.

Messrs. Ostermoor & Co. March 23, 1904.

Gentlemen:—The Ostermoor Mattress that you sold me in 1879, *twenty-five years ago*, and the *two previous to that time*, are giving entire satisfaction and are a great comfort. They have never been made over, and are perfectly good today in every way. *No other mattress ever made is one-half as good year after year as yours* They are so very comfortable, and no expense whatever after once purchased. I am well satisfied. Very respectfully,

A. A. SOUTHWICK

T. C. Maxwell & Brothers, Geneva, N. Y.

Forest Nursery.

Although 29 years old, could not ask for a better mattress.

Messrs. Ostermoor & Co. March 9, 1900.

Gentlemen:—The Ostermoor Mattresses I purchased of you over *twenty-nine years ago* seem to be *just as good as when first received.* They are excellent in all particulars and give us the best of satisfaction.

I am eighty-two years old, appreciate a good bed, and *could not ask for better* than you furnished us when you sent those mattresses. Yours truly,

T. C. MAXWELL

War Records Office, War Department, Washington, D. C.

Marcus J. Wright, Agent for the Colleetion of Confederate Records.

Better than hair. Best obtainable for comfort, health and cleanliness.

Messrs. Ostermoor & Co. March 20, 1904.

Gentlemen:—*I am delighted* with the ten years' use of Ostermoor Mattresses and Pillows. They *retain their elasticity* and the surface remains smooth, with no formation of lumps or knots—being much *more comfortable than hair*, and better still, *absolutely clean.*

I regard Ostermoor Mattresses as the *best obtainable* for comfort, health and cleanliness.

Very truly,

MARCUS J. WRIGHT

Tefft, Weller & Co.

Used for 25 years. All you claim.

Messrs. Ostermoor & Co. 326 Broadway, March 2, 1902.

Dear Sirs:—Ostermoor Mattresses are all you claim in every particular, as I have proven during twenty-five years' very satisfactory use in my home. Yours truly,

MORTON D. BOGUE

Boys' Home, Hamilton, Canada.

Mrs. D. B. Pratt, Corresponding Secretary.

Recommended in highest terms, used over 25 years without remaking, and still in perfect condition.

Messrs. Ostermoor & Co. 25 East Ave., North, December 6, 1902.

Dear Sirs:—The Committee of Management of the Boys' Home, Hamilton, Canada, have pleasure in stating that the Ostermoor Mattresses, *purchased from you nearly twenty-five years ago, have been in constant use ever since, without any remaking whatever, and are still in perfect order.*

As we have found them so very satisfactory in every particular, we take much pleasure in recommending them in the highest terms. Wishing you every success, I remain yours sincerely,

MAY PRATT, Cor. Sec.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

—Shakespeare

Copyright 1897 Ostermoor & Co.

Special Ostermoor Mattress, **Tufted in Squares** or Biscuit Style, which Costs $2.00 Extra.

Price list, stock sizes, Mattresses as Advertised, pages 128 and 129.

For other styles with Special Coverings, Extra Thickness, etc., see pages 130 to 134.

Rev. Francis Goodwin, Hartford, Conn.

783 Main St., February 9, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—It gives me much pleasure to bear my *unqualified testimony as to the excellence* of Ostermoor Mattresses and Cushions.

I think that in *cleanliness, comfort and durability*, and *never requiring to be remade*, Ostermoor is much to be *preferred to hair or any other material.*

It is over *twenty-five years* since I first used your Mattresses and Cushions, and my very satisfactory experience only confirms the judgment expressed above.

Yours very truly

FRANCIS GOODWIN

Bear unqualified testimony to their excellence after 25 years' use.

Goshen Light & Power Co.

J. W. Corwin, Prest.

April 8, 1904.

Messrs. Ostermoor & Co.

Gents:—The Ostermoor Mattress bought of you *thirty-three years* ago (1871) is still in use, in perfect order and *fully as elastic as when first used.*

It has been so entirely satisfactory, that I gladly recommend it to any who desire a really good mattress.

Yours truly,

J. W. CORWIN

33 years' in use. Elastic as new. Gladly recommend.

St. Paul's School, Concord. N. H., Office of the Curator

March 6, 1902

Messrs. Ostermoor & Co.

Dear Sirs:—We take pleasure in stating that we have one hundred and fifty, or more, Ostermoor Mattresses purchased from you between the years 1875 and 1880. They are still in use, in excellent condition and giving *most perfect satisfaction after twenty-seven years'* constant use.

Very respectfully yours,

A. H. CAMPBELL, Curator

Giving most perfect satisfaction. 27 years' old to-day.

D. B. Wendle. Philadelphia, Pa.

In constant use for 30 years. All we claim in every way.

Messrs. Ostermoor & Co. 5311 Haverford Ave., March 3, 1904.

Gentlemen:—I am thoroughly cognizant of the value of the Ostermoor Mattresses, having had them *in constant use for thirty years.* They are *still in use and giving perfect satisfaction.*

I ordered the mattresses at the time you put the cushions in the Cumberland Street M. E. Church, this city, which are also in splendid condition.

That wonderful Ostermoor is *all you claim.* Very truly,

D. B. WENDLE

Addison Bank, Addison, N. Y.

Lattimer & Winton.

Constant use for 17 years and in perfect condition today.

Messrs. Ostermoor & Co. January 8, 1898.

Gentlemen:—I beg to say the Ostermoor Mattress bought of you in December, 1881, has been in *constant use for seventeen years*, has *needed no repairs*, and *is apparently in perfect condition.* It is as soft and sweet and grateful to the tired system as when first made.

The cushions of the First Presbyterian Church of this place were supplied by you at that time, filled with the same material—Ostermoor. They hold their shape and elasticity, and are as comfortable as when put in. I am most happy to certify to the honest material and workmanship that enter in the combination of both your cushions and mattresses. Yours very truly,

DAVID B. WINTON

H. C. Kingsbury. **Kingsbury & Kingsbury, Westfield, N. Y.** H. C. Kingsbury, Jr.

Attorneys and Counselors.

Have not depreciated with 26 years' constant use.

Messrs. Ostermoor & Co. March 5, 1904.

Gentlemen:—In October, 1878, I purchased an Ostermoor Mattress and it has been *in use continuously* from that time to this, without any repairs of any kind and last night it was just as soft and comfortable as when first purchased.

I cannot see that *these twenty-six years'* constant use has affected or depreciated it in any manner whatever. Very respectfully yours,

H. C. KINGSBURY

616 High St., W. Hoboken, N. J.

Recommended and considered the best during 27 years' experience.

Messrs. Ostermoor & Co. January 21, 1904.

Gentlemen:—I have had one of your Ostermoor Mattresses in *constant use* for *twenty-seven years;* it remains in as good shape and condition as when purchased.

I have recommended them to my friends, and have ordered several from you for them. All have given *complete satisfaction.*

I consider them the *cleanest and best mattress* I have ever seen. Very truly yours,

F. C. TOMLINSON

W. H. Fox. **Fox & Curtis, Penn Yan, N. Y.** Perley P. Curtis.

Manufacturers of Straw Wrapping Paper.

Proven during 24 years' use quite equal to best hair.

Messrs. Ostermoor & Co. March 8, 1904.

Gentlemen:—Replying to your inquiry, I will say that the Ostermoor Mattress that I bought of you *twenty-four years ago* (1880) is *still in use* in my house, and is apparently in *good condition.* I greatly prefer it in every way to the best hair mattress. Yours truly,

P. P. CURTIS

Black Hall, Conn.

22 years old. Good as ever. Nothing compares with them

Messrs. Ostermoor & Co. January 12, 1902.

Dear Sirs:—I take great pleasure in replying to your letter of inquiry recently received. Yes, you did furnish us with Ostermoor Mattresses twenty-two years ago, and they are still in active service, and as far as we can see are as good as ever.

Of the three furnished by you nearly fifteen years ago, can say that the same have been in constant service, have never been remade, and do not seem likely ever to need it.

We began housekeeping with your mattresses, have never bought anything else, and never will. That ought to indicate pretty thorough satisfaction. I advise every one to buy them in preference to anything else. There is nothing to compare with them in any way. Yours truly,

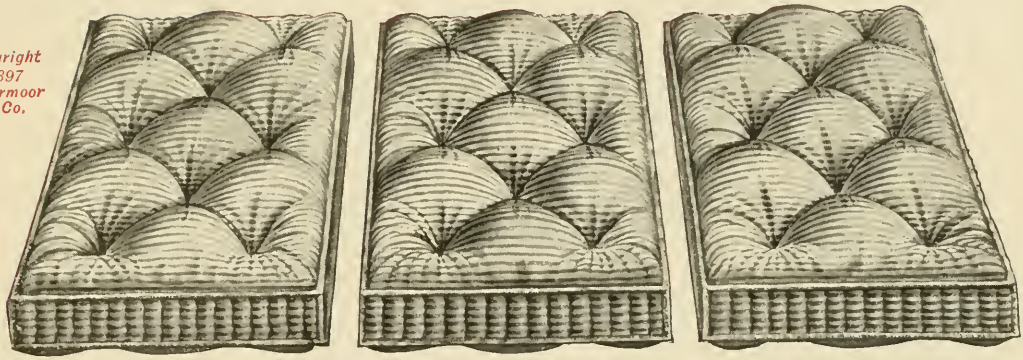
THEODORE M. PECK

Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare

Copyright 1897 Ostermoor & Co.



Hospital Mattress, 3 ft. wide, in three equal interchangeable parts, **A. C. A. Ticking,** $11.00.
Mattress made in one piece, costs $10.00.

Price list, stock sizes, as Advertised, pages 128 and 129.

Hartford, Conn.

Messrs. Ostermoor & Co. 26 Whitney St., March 15, 1904.

Gentlemen:—The mattress just ordered makes five I've bought for own use, and I most cheerfully express our great appreciation of Ostermoor Mattresses. The one you refer to, purchased in March, 1875, and which has been in nearly constant use for *twenty-nine years*, is *still doing as good service as ever.*

When we moved into our new house in November, 1880, we bought three others, and have since added one more. We have no fault to find with any of them, and have often recommended them to our friends. *They are all you claim.*

29 years' constant use. Great appreciation. Are all you claim.

The South Park M. E. Church Cushions which, as one of the committee, we purchased at that time (1875), have also been just as satisfactory.

Very respectfully,

MRS. GEO. W. ATWOOD

L. R. Brown, M.D., Elizabeth, N. J.

Messrs. Ostermoor & Co. 23 West Jersey St., March 7, 1904.

My Dear Sirs:—*Twenty-eight years ago*, July 3, 1876, I bought one of the everlasting Ostermoor Mattresses. It has been in constant use ever since, and is now just as comfortable as when I bought it. *The only repair, or the only attention it has received during all these years, is retufting, as much turning over and catching the cover at wrong places in the course of time ripped the tufts off.*

In June, 1895, I bought another mattress for another bed—it is just as satisfactory—I see no difference between them in comfort.

Everlasting. 28 years' use proves they will last a lifetime. Just as good as new to-day.

By the way, one would have to start early in life, and live long, and finally stand alone without any near descendants, to wear out an Ostermoor Mattress in one's lifetime—if my experience is a criterion.

"Many times and oft" in my rounds I hear of hair mattresses sent out for remaking. Remaking of an Ostermoor is, we have proven, absolutely unnecessary, as you claim, for they are marvels, so changeless is their comforting elasticity.

The Ostermoor Mattress requires no attention or expense. Hair needs both. Buy one when you are young, and it will be just the same comfortable affair when you are old and rheumatic. I know—have tried both.

Respectfully,

L. R. BROWN

New Jersey Home for Disabled Soldiers, Kearney, N. J.

P. O. Address, Newark, N. J.

Used throughout, and a source of much satisfaction for 25 years.

Messrs. Ostermoor & Co. January 26, 1904.

Gentlemen:—We have had several hundred Ostermoor Mattresses in use in this Home for the *past twenty-five years.* Their use has been eminently satisfactory. Being non-absorbent they are peculiarly adapted for the service demanded in institutions, and they have worn exceedingly well, and have cost us nothing for repairs of any kind.

Our good opinion of them was well expressed in 1896, when order was placed for the entire equipment of all the dormitories. They are now in *general use* throughout the Home, and are a source of much satisfaction.

Very respectfully,

PETER F. ROGERS, Sup't

Governor's Island, New York.

22 years old and will long continue to give good, honest, satisfactory service.

Messrs. Ostermoor & Co. March 9, 1904.

Gentlemen:—It gives me much pleasure to bear testimony to the excellence of the Ostermoor Mattress which I purchased from you *twenty-two years ago.* For more than ten years it was in *constant daily use*, and very frequently for the rest of the time. Those who have used it are *unanimous in its praise.*

It has preserved its form and elasticity, is as comfortable now as when first purchased, and to all appearance will *long continue* to give *good, honest, satisfactory service*

Very truly yours,

E. H. C. GOODWIN, Asst. Post Chaplain, U. S. A.

Mrs. Thomas Moore, Elizabeth, N. J.

Today as shapely, sweet and pure as when new, 22 years ago.

Messrs. Ostermoor & Co. 1365 North Ave., January 5, 1904.

Gentlemen:—We have used your Ostermoor Mattresses continually for twenty-two years, and several times during that period we have used them during illnesses of many months' duration, and yet *today*, both *filling* and *ticking*, are as *shapely, clean, pure and sweet as when purchased.*

We cannot say enough in their praise, and are very glad to add our testimony to those already received.

Yours truly,

CONSTANCE R. MOORE

Naval Examining Board, Mills Building, Washington, D. C.

In good condition and have given extreme satisfaction for 23 years.

Messrs. Ostermoor & Co. March 9, 1904.

Dear Sirs:—I take much pleasure in stating that the Ostermoor Mattresses purchased of you *twenty-three years ago* have been in *constant use*, are *still in good condition*, and have *given extreme satisfaction.*

Very respectfully.

J. C. WATSON, Rear Admiral, U. S. N.

George Faulhaber, Church Furniture Works, Cleveland, O.

Far ahead of hair. 25 years' comfort, satisfaction and pleasure.

Messrs. Ostermoor & Co. 356-380 Scranton Ave., February 22, 1904.

Dear Sirs:—Your "everlasting" Ostermoor Mattresses and Cushions, which I have used throughout my house for these *twenty-five years with comfort*, satisfaction and pleasure, are *all you claim and more.*

They are *the only mattress today*, far ahead of hair in every way. Yours truly.

GEO. FAULHABER

T. B. Camden, M.D., Parkersburg, W. Va.

Excellent satisfaction. 24 years old. Still perfectly good.

Messrs. Ostermoor & Co. January 23, 1904.

Dear Sirs:—The Ostermoor Mattresses I bought of you over twenty-four years ago are still in use and in good condition, and just as delightful to sleep on today.

I bought a number of them for use in the Hospital for Insane, at Weston, W. Va., over thirty years ago, while I was Superintendent, which gave excellent satisfaction and are still in use.

Yours, etc.,

T. B. CAMDEN, M.D.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

—Shakespeare

Copyright 1897 Ostermoor & Co.

Single Mattress, 2 ft 6 in. wide, **A. C. A. Ticking,** $8.35.
If made in two parts, costs 50c. extra.

Price list, stock sizes, as Advertised, pages 128 and 129

Plainfield, N. J.

January 9, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—We have only Ostermoor Mattresses in our house, and some of them were bought in 1876, *twenty-eight years ago.* They are all *giving good service* and promise to last for many years.

They are the *most satisfactory mattress* in every respect that *we have ever used*, and I take great pleasure indeed in recommending them to any and every one. I would use no other.

Yours very truly,

J. E. TURRILL

Would use no other. Although 28 years old, promise to last for years.

A. H. Stevens, D.D.S., Clinton, Conn.

March 10, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—*Twenty-seven years ago* I purchased your Ostermoor Cushions for the Baptist Church, and an Ostermoor Mattress for myself, and it is with great pleasure that I report both cushions and mattress *in good shape today*, having retained their elasticity perfectly.

Fifteen years ago I purchased another mattress for a friend, and can say the same of it. I much *prefer* Ostermoor to *best hair* obtainable, and am glad to recommend them.

Yours truly

A. H. STEVENS

Have retained elasticity most perfectly for 27 years. Prefer to hair.

The Union League Club, Philadelphia, Pa.

January 2, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—I have always found that Ostermoor Mattresses possess all the excellencies claimed for them, having *used them* personally in *preference to hair* for the past *twenty-seven years* with ever increasing satisfaction.

Yours truly,

J. A. SMITH, U. S. N.

Possess all the excellencies claimed. 27 years experience.

A. D. Paul & Co., Canandaigua, N. Y.

Druggists and Apothecaries.

No one could ask for finer, although 24 years old.

Messrs. Ostermoor & Co. 172 Main St., January 25, 1904.

Gentlemen:—The Ostermoor Mattress you made me in 1880, *twenty-four years ago*, I think is the *finest bed we ever had*, and is *today in as good shape* as when you sent it to me. We have had hair mattresses, but they do not in any way compare with your Ostermoor. We have three, all in elegant shape, and no one could ask for finer. Yours truly,

C. R. PAUL

Union Springs, N. Y.

Better than any new one, although 22 years old.

Messrs. Ostermoor & Co. March 10, 1904.

Gentlemen:—I consider the Ostermoor Mattress purchased of you in 1882, after these twenty-two years of *constant use*, *better* today *than* any *new* one of any other kind. I am delighted with my experience. Yours truly,

T. J. MERSEREAU

The Warren Packard Co., Warren, Ohio.

Lumber.

All you claim in every particular. 20 years old and far the best.

Messrs. Ostermoor & Co. March 4, 1898.

Dear Sirs:—The Ostermoor Mattresses you made for me in October, 1878, *twenty years* ago, I have not forgotten by any means. They are still in *constant use*, and are by far the best I have seen, and *prefer them to any other kind*, the best hair not excepted.

They are *in every particular* all *you have ever claimed* or claim for them now. I take great pleasure in recommending them. Yours very truly,

WARREN PACKARD

St. Mary's Orphan Asylum, South Orange, N. J.

Proved all you claim for 28 years without repairs. Still good.

Messrs. Ostermoor & Co. January 12, 1904.

Dear Sirs:—We must express our pleasure and approval of Ostermoor Mattresses. They are *all you claim*, as we have proven in their use here for twenty-eight years, since 1876. Although used they have had *no repairs whatever*, and are *still perfectly clean and soft.*

Trusting that our recommendation will be of some service to you, we remain,

Respectfully, Sister M. Austin,

SISTERS OF CHARITY

Oil City National Bank, Oil City, Pa.

Amos Dale, President. H. H. Stephenson, Cashier.

20 years old. Still giving perfect satisfaction.

Messrs. Ostermoor & Co. February 22, 1904.

Gentlemen:—I bought my first Ostermoor Mattress in 1884, twenty years ago, and others since, all are still in use and give perfect satisfaction. They are all you promise. We are indeed well pleased.

Respectfully yours,

H. H. STEPHENSON

The Upson-Walton Co., Cleveland, Ohio.

Have given 25 years of excellent satisfaction.

Messrs. Ostermoor & Co. 155-163 River St., March 15, 1904.

Gentlemen:—The Ostermoor Mattresses bought of you in 1879 (*twenty-five years ago*) are still in use, exceedingly comfortable, and have given most excellent satisfaction. Yours respectfully,

E. P. BABBITT

David S. Hopkins, Architect, Grand Rapids, Mich.

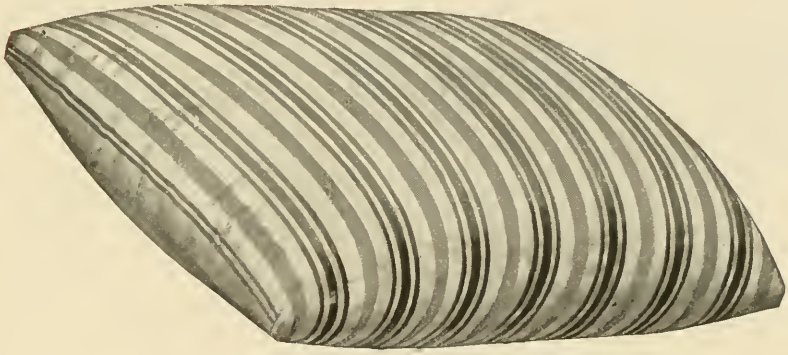
Never repaired. Seems as good as ever, although 21 years old.

Messrs. Ostermoor & Co. December 5, 1903.

Dear Sirs:—Yours at hand, and glad to say the Ostermoor Mattress I got from you in 1882, *twenty-one years ago*, is still in use, and *never had any repairs whatever* until recovered last year, and it is now just as good as new. I had occasion to get a new one some time since, and, having lost your address, got hold of another "so-called felt," which is not nearly as good in any way. Yours truly,

DAVID S. HOPKINS

OSTERMOOR PILLOWS AND BOLSTERS are far purer, sweeter, cleaner and cooler than feathers or hair, and better in every way. They are not quite so soft as feathers, but are far softer than hair, and from a sanitary standpoint much more desirable than either



Ostermoor Pillow, 20 inches wide by 30 inches long, **Satin Finish Ticking**, $1.55

Price list, Pillows, stock sizes, page 126

Edwin A. Van Trump, Wilmington, Del.

Messrs. Ostermoor & Co. 835 Market St., March 23, 1904.

Gentlemen:—It is with a great deal of pleasure that I am able to say, *in my judgment there is no better mattress made* than the Ostermoor. Mine has been in constant use since 1876, *without* having anything done to it in the shape of *repairs*, and as far as I can see it is as good as when I first bought it, twenty-eight years ago. Very truly yours, E. A. VAN TRUMP

Nothing in the shape of repairs in over 28 years.

The Middletown State Homeopathic Hospital, Middletown, Orange Co., N.Y.

Selden H. Talcott, M.D., Supt.

Messrs. Ostermoor & Co. January 5, 1902.

Gentlemen:—We have used a large number of Ostermoor Mattresses in this institution during the past twenty-seven years, and we take pleasure in stating *they have given the greatest possible satisfaction*

Ostermoor Mattresses are superior to hair, they are extremely light, do not mat or get lumpy, and are very cleanly, durable and comfortable in every particular, and the very best I have ever seen.

Hence, *we can cordially commend them* to those who are in search of a comfortable, most durable and satisfactory bed. With best wishes I am, Very respectfully yours, SELDEN H. TALCOTT

For 27 years have given greatest possible satisfaction. Best ever seen.

Philadelphia, Pa.

Messrs. Ostermoor & Co. No. 1354 Orthodox St., March 16, 1904.

Gentlemen:—The two Ostermoor Mattresses to which you refer as having been shipped for my account in August, 1880, *twenty-four years ago*, were for my brother, who states that they have been in *constant use* during all the intervening period, and that they *have given great satisfaction.*

The mattresses which you shipped me to Frankford, Pa., September 12th, 1879, twenty-five years ago, are in excellent condition and we are exceedingly well pleased.

* * * * I would not think of using other than Ostermoor mattresses, did their cost largely exceed your price, as they never fail or depreciate in the very slightest particular. Ostermoor surely are the most perfect of all beds, and you deserve more than praise, for your mattress is a public benefaction.

Yours truly, JEFFERSON JUSTICE

23 years' constant, satisfactory use. Would not think of using any other.

W. L. Farnum, Flint, Mich

Used 28 years without remaking. Better than any new one.

Messrs. Ostermoor & Co. March 12, 1904.

Gentlemen:—Ostermoor Mattresses and Cushions are a proven excellence with us. We have used the Cushions in the First Baptist Church, of which my husband was pastor for twelve years, with great satisfaction, and the Mattress in our home constantly without remaking for *over twenty-eight years*, and it is today, in every respect, *better than any new* one. Respectfully, (Mrs.) W. L. FARNUM

The Middlesex Banking Co., Middletown, Conn.

Robt. N. Jackson, President.

After 22 years' use in good shape and very comfortable.

Messrs. Ostermoor & Co. 74 Monroe St., January 5, 1904.

Gentlemen:—I have received your favor of the 1st inst., asking about the Ostermoor Mattresses which I bought from you in 1882, *twenty-two years ago*, and in reply beg to say they *are still in use*, are *very comfortable* and have certainly worn exceedingly well. Yours truly, ROBERT N. JACKSON

Geo. Copeland & Co., New York City.

Cotton Brokers.

Wm. Ray. M. T. Maine.

In good condition after 21 years of wonderful comfort and durability.

Messrs. Ostermoor & Co. 129 Pearl St., February 12, 1904.

Gentlemen: I take great pleasure in saying that I have used Ostermoor Mattresses in my family for upward of *twenty-one years*, and *can testify* to their *wonderful durability* and *comfortableness*, they being at this time in surprisingly good condition. Yours truly, M. T. MAINE

Lewis & Slocum, Beaver Falls, N. Y.

Manufacturers of Wood Pulp and Sulphite Boards.

22 years' constant use. Equal to hair Without renovation.

Messrs. Ostermoor & Co. March 9, 1904.

Dear Sirs:—I have had an Ostermoor Mattress *constantly in use* in my home since 1882, and it has proven more satisfactory than hair, much softer, has not required any of the attention hair does to keep in absolutely perfect order. Yours truly, J. N. SLOCUM

Charles H. Yeager, Erie, Pa.

Shirts, Fine Underwear and Hosiery.

22 years old. Good as new. Would not be without it.

Messrs. Ostermoor & Co. March 6, 1904.

Gentlemen:—Yes, I have used the Ostermoor Mattress, and no other, for *twenty-two years* (since August, 1882), and it is apparently just as *good as new*. Now, knowing what they are, *would not do without it at any price*, yes, no matter what it cost. There is nothing so good.

Yours very respectfully, C. H. YEAGER

Neshanic, N. J.

16 years old and good as when first purchased.

Messrs. Ostermoor & Co. February 22, 1904.

Dear Sirs:—The Ostermoor Mattress bought of you sixteen years ago has been in constant use ever since, and is today, as far as I am able to judge by sleeping on it every night, as good as when first received. It is a constant pleasure and satisfaction. Very truly, CALVIN CORLE

Ayers & Patterson, New York.

Insurance Brokers.

Used them for 18 years and recommend highly.

Messrs. Ostermoor & Co. 111 Broadway, March 12, 1904.

Gentlemen:—I bought two Ostermoor Mattresses eighteen years ago. We are still using them with great satisfaction, and they seem to be in as good condition as when we first got them. I can recommend them highly as being just what you claim them to be. Yours truly, H. E. AYERS

Kingston, N. Y.

Highest praise. Used 20 years. Good as new. Better than best of hair.

Messrs. Ostermoor & Co. December 8, 1899.

Gentlemen:—The Ostermoor Mattresses I purchased of you twenty years ago have given perfect satisfaction, and are just as good as when I first received them. They are not matted or packed in the least. This is no surprise to me, as I have never heard but the highest praise for them. A short time ago I met an old friend who purchased over *twenty of your mattresses at least twenty years ago*, and he informed me that they were as *good as new today*.

That I consider them *better than the best hair*, accounts for having them in my home.

Very truly yours, WM. H. SLEIGHT

OSTERMOOR PILLOWS AND BOLSTERS are far purer, sweeter, cleaner and cooler than feathers or hair, and better in every way. They are not quite so soft as feathers, but are far softer than hair, and from a sanitary standpoint much more desirable than either.

Copyright 1897 Ostermoor & Co.

Ostermoor Wedge Bolster, 20 inches wide, 48 inches long, **Satin Finish Ticking,** $5.60.

Price list Bolsters, all sizes, page 127.

William Baldwin.

Methodist Book Concern, New York.

Messrs. Ostermoor & Co. 150 Fifth Ave., March 2, 1904.

Gentlemen:—The Ostermoor Mattresses I purchased from you twenty-four years ago have given the *very fullest satisfaction* in their use. They are as good as new today. Yours very truly,

WM. BALDWIN

Very fullest satisfaction in 24 years' use.

Chicago, Ill.

Messrs. Ostermoor & Co. 1444 Monroe St., February 10, 1904.

Gentlemen:—The two Ostermoor Mattresses purchased by me in January, 1883, over twenty-one years ago, have been in constant use ever since, and are at this writing in a most excellent condition, never having been repaired or recovered.

The *highest possible endorsement that I can give them is justified by their use and durability.*

Most respectfully yours,

J. M. JUDD

21 years' excellent use. Never repaired. Highest possible endorsement justified.

Hotel Fiske, Old Orchard, Me.

Messrs. Ostermoor & Co. March 15, 1904.

Gentlemen:—In 1876, twenty-eight years ago, I furnished my hotel throughout with Ostermoor Mattresses; they have been in use ever since that time, and are apparently *as good as when put in*, and I cheerfully recommend them to all, their use having been *so very satisfactory*, and my patrons being so well pleased. Yours very truly,

C. H. FISKE

As good as when first made, 28 years ago.

Woody Crest, Tarrytown, N. Y.

Messrs. Ostermoor & Co. January 31, 1904.

Dear Sirs:—Miss Helen Gould requests me to reply to your letter in regard to the Ostermoor Mattresses we have in use in the house. I beg to say we consider them very good indeed; they are very soft, keep their shape well, and *we think them the best obtainable.* Very truly,

MIRIAM W. JAGGER

Consider them the best in the house.

The Delaware, Lackawanna & Western R. R. Co., New York City.

22 years' service endorses all claims in every particular.

Messrs. Ostermoor & Co. 26 Exchange Place, January 12, 1904.

Gentlemen:—I am simply doing justice both to you and myself by endorsing everything you claim for the wonderful Ostermoor Mattresses.

The mattresses you furnished me, some *twenty-two years ago, are still in good condition*, though they have been in continuous service since they entered my house, and I have been *entirely satisfied* with them in every particular. I use nothing else.

Yours truly,

CHAS. M. FUSSELL

Brooklyn, N. Y.

Highly pleased. 18 years' service. Elasticity unimpaired.

Messrs. Ostermoor & Co. 318 Monroe St., March 12, 1902.

Gentlemen:—Regarding the Ostermoor Mattress that you sold me some eighteen years ago, we are using it right along all the time (that is, every night, of course); have done so ever since we first received it, and I do not notice that it has lost any of its elasticity. *Of course, we are highly pleased with it.*

With kind regards,

O. S. HARMON

Wellington, Ohio.

22 years old and good for another 22 years. Splendid.

Messrs. Ostermoor & Co. January 6, 1904.

Gentlemen:—The Ostermoor Mattress we bought of you some twenty-two years ago *is good for twenty-five years more*, to all appearances. I have thoroughly rested on the mattress nearly every night, and cannot see but what it is just as comfortable as ever. *It is splendid.*

Yours truly,

J. H. WOOLLEY

Globe Iron Works Co., Minneapolis, Minn.

All you claim. 21 years' complete satisfaction.

Messrs. Ostermoor & Co. January 16, 1904.

Gentlemen:—The Ostermoor Mattress I purchased of you in 1883 *has given complete satisfaction for twenty-one years*, and I can recommend it as being all that is claimed for it.

Very truly,

EDWARD J. KIMBALL

New York City.

19 years' daily use and as good as new.

Messrs. Ostermoor & Co. 334 West 18th St., January 1, 1902.

Dear Sirs:—That Ostermoor Mattress you made for me in 1883 (nineteen years ago) is still in daily use, and is *as good as new*; also the one you made in 1888, and both are giving the best of satisfaction.

Yours truly,

P. P. TERHUNE

Victor, Ontario County, N. Y.

Prefer to hair. Fully proven all you claim for 18 years.

Messrs. Ostermoor & Co. February 18, 1901.

Gentlemen:—It gives me pleasure to say that I have used your wonderful Ostermoor Mattresses for the last eighteen years, and they have fully proven all you claim in every particular.

They have been in constant use and are still in *fine condition, giving perfect satisfaction.* I prefer them to any hair mattress in all respects.

Yours truly,

ORIN S. BACON

The Harlan and Hollingsworth Co., Wilmington, Del.

Used 18 years with entire satisfaction.

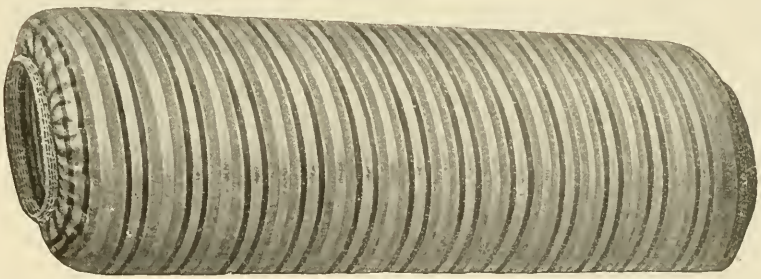
Messrs. Ostermoor & Co. January 6, 1904

Dear Sirs:—We are using two of your Ostermoor Mattresses. One has been in use eighteen years, another about thirteen years. Both have given entire satisfaction, and their use is a delightful comfort.

Very truly yours,

S. K. SMITH

OSTERMOOR PILLOWS AND BOLSTERS are far purer, sweeter, cleaner and cooler than feathers or hair, and better in every way. They are not quite so soft as feathers, but are far softer than hair, and from a sanitary standpoint much more desirable than either.



Copyright 1897 Ostermoor & Co.

Ostermoor Bolster, 18 inches wide, 54 inches long, **Satin Finish Ticking,** $5.00.

Price list, Bolsters, all sizes, page 127.

Medical Department U. S. Army, Fort Assinniboine, Mont.

Lieut. S. M. DeLoffre.

Messrs. Ostermoor & Co. March 10, 1904

Gentlemen:—I have used one of your Ostermoor Mattresses for twenty-three years and it has given the most perfect satisfaction in every way, proving all you claim. Very truly yours,

S. M. DeLOFFRE, Surgeon, U. S. A.

Proved all we claim during 23 years' experience.

Fifth Avenue Theater, New York.

Edwin Knowles, Sole Manager.

Messrs. Ostermoor & Co. December 22, 1900.

Gentlemen:—I desire to say that I have used Ostermoor Mattresses on my beds for nearly eighteen years, and I would not be without them. I consider them far superior to any other mattress made, both as regards comfort and durability. Believe me, very truly yours,

EDWIN KNOWLES

Used 18 years. Would not be without them. Superior to all others.

St. Joseph's Institute, West Chester, N. Y.

Male Department for the Improved Instruction of Deaf Mutes.

Messrs. Ostermoor & Co. March 9, 1900.

Gentlemen:—Having used Ostermoor Mattresses in our institution for the last *eighteen years*, we willingly *bear testimony* to their *superior merits.*

Those ordered from you eighteen years ago are about as good as when first used. We consider them *far superior to hair mattresses.* Very respectfully yours,

CELESTINE SCHOTTMULLER

Most superior merits. Better than hair. 18 years old. Good as new.

Hyatt House, Washington, Ind.

Messrs. Ostermoor & Co. March 9, 1904.

Dear Sirs:—Have used Ostermoor Mattresses for the past *nine years*, in this house, and for private family use over seventeen years.

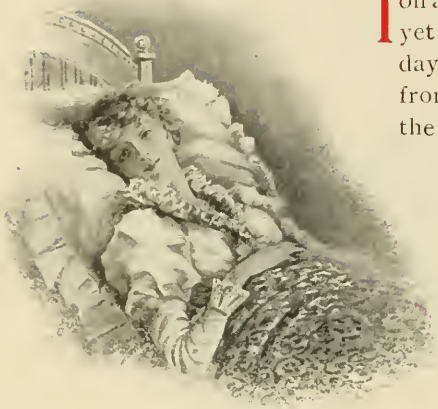
They are in my opinion the very best thing I ever used, as they never mat down, become hard or lumpy, absorb no moisture, and need no remaking.

I prefer the Ostermoor Mattress to any other, not excepting the finest hair.

Very respectfully yours,

ALBION HORRALL

Used Ostermoor Mattresses 17 years and prefer to finest hair.



INVALIDS CAN SECURE MORE COMFORT on an Ostermoor Mattress than on any other they have yet found. Its constant elasticity, no matter if used day and night; its evenness and perfect freedom from lumps or knots makes it a delight and joy to the bed-ridden.

For special cases and for those seeking exceptional comfort we make special Mattresses, thicker and with daintier care, far more luxuriously resilient than regular—more costly, of course, but of still greater perfection, as firm as you wish, or as soft as a feather bed. ***See next page.***

H. J. Franklin, Troy, N. Y.

Constant use by invalid both day and night for 17 years—without the slightest depression.

Messrs. Ostermoor & Co. January 27, 1904.

Gentlemen:—We have used Ostermoor Mattresses for the past *seventeen years* and during that time one has been in *constant use both night and day—being used by an invalid—really three times seventeen years' ordinary use*, equal to more than fifty years ordinarily—and with such continued use there is not even the slightest depression in it. It is my opinion it is *far superior* to any curled *hair* mattress *of the finest quality* in the market. Wishing you all the success possible, I remain, Very truly yours,

H. J. FRANKLIN

Thomas F. Joyce, M.D., New York City.

20 years old. Retain elasticity. Preferred to best hair.

Messrs. Ostermoor & Co. 217 East 31st St., March 13, 1902.

Gentlemen:—It is now *twenty years* since I purchased two Ostermoor Mattresses. They are *still in use* and are *giving perfect satisfaction;* they never mat down, become hard or lumpy, but always *retain their elasticity*, do not absorb moisture, consequently are free from foul odors, *always fresh and sweet.* I prefer them to the best curled hair. Respectfully yours,

THOMAS F. JOYCE

Water Gap Sanitarium, Minsie, Monroe Co., Pa.
Dr. F. Wilson Hurd, Prop.

Messrs. Ostermoor & Co. January 10, 1902.

Dear Sirs:—Have been using Ostermoor Mattresses for the past seventeen years. The test has been one well calculated to prove their efficiency and the claims you make. *They are certainly most restful, healthful beds, and have given entire satisfaction to all the guests, who pronounce them the finest they have ever slept upon.*

No better beds can possibly be obtained, particularly for use in insomnia and nervous cases, and for all persons who have trouble in sleep.

Your product is certainly a remarkable one, and of great benefit to mankind, and we are happy to say a good word for so wonderful a bed and well worthy of the highest praise. Yours truly,

F. WILSON HURD

David B. Sherwood, Elgin, Ill.
Attorney at Law.

Messrs. Ostermoor & Co. March 6, 1904.

Gentlemen:—I have used Ostermoor Mattresses for some fifteen years in my family. They are all you claim for them; and *to a sick person they are a continuous blessing. In cleanliness and healthfulness* your Mattresses are the best and cheapest—good as new after many years' use, evenly soft and comfortable, and very restful. Yours truly,

D. B. SHERWOOD

Ostermoor Special Mattresses

Copyright 1897 Ostermoor & Co.

Especially Soft **French Edge Mattress,** 4 ft. 6 in. wide, two parts, **Mercerized Art Twills,** $23.00.

See price list page 132.

We make still thicker ones. See price list, page 133.

Extra Firm, Hard Mattresses, with Square Tufts, listed, page 134.

Canandaigua, N. Y.

Messrs. Ostermoor & Co. January 15, 1904.

Dear Sirs:—We have used your Ostermoor Mattresses continuously for thirty-seven years with perfect and ever-increasing satisfaction. *They prove your claims in all particulars, and are certainly unequaled*—so soft and restful, and everlastingly comfortable. Very respectfully, M. G. BRISTOL

Unequaled. 37 years' perfect satisfaction.

60 Fifth Avenue, New York City.

Messrs. Ostermoor & Co. March 10, 1904.

Gentlemen:—Will you please send me a Special Ostermoor Mattress, to be of the same excellent kind I have bought so frequently and found so very satisfactory during the past fifteen years.

There are none so good as Ostermoor. Yours very truly, Mrs. THOS. F. RYAN

None so good. Used 15 years.

Brooklyn, N. Y.

Messrs. Ostermoor & Co. 161 Gates Ave., March 1, 1904.

Dear Sirs:—We have used Ostermoor Mattresses in our family *thirty years*, and they *are still in perfect* condition, always used by invalids repeatedly.

We consider them superior to the best hair mattress in comfort and durability and would use no other.

Very respectfully, Mrs. C. N. RIGGS

Still in perfect condition after 30 years' use.

Rev. Dr. S. M. Studdiford, Trenton, N. J.

Messrs. Ostermoor & Co. 311 South Clinton Avenue, March 6, 1904.

Dear Sirs:—The Ostermoor Mattress you sold me twenty-five years ago is still in service and is in most excellent condition, as well as the Ostermoor Cushions you put in our church—the Third Presbyterian—at same time. All are as good as ever. Yours truly, SAMUEL M. STUDDIFORD

25 years of service and in most excellent condition.

Extract from Hall's Journal of Health.

A WHOLESOME BED

is at last possible. It is safe to say that the majority of all beds in use in the best houses are unclean, and in a good state to induce disease. This will seem strange to our readers, but they will presently see the philosophy of the remark.

By far the largest portion of beds in use among us are made in whole or in part from some animal substance, chiefly curled hair. These are naturally and almost uniformly wanting in cleanliness. They impart their own peculiar animal odor to the air about them, and give off an offensive oil to whatever they come in contact with. Besides, the usual manner of gathering and preparing these unwholesome articles, added to the deceptions practiced by the incorporation of substances to cheapen them, render beds not infrequently things to be avoided rather than to be sought with assurance of calm and sweet repose.

It stands to reason that vegetable substances would prove more healthful and infinitely more agreeable than animal fibres for this purpose, provided the essential condition of permanent elasticity could be secured. The tendency of vegetable fibres is to pack and consolidate, a characteristic which is perhaps less apparent in feathers and curled hair. For many years cotton was employed, and greatly admired for its sweetness; but its tendency to mat, pack and become uneven and depressed in spots after continued use rendered it unpopular and undesirable.

But some years ago those ingenious people, Ostermoor & Co., discovered a method of forming cotton into light and very elastic sheets, and from that moment it was found possible to make pillows, mattresses and cushions possessing quite as much elasticity as the best hair, and with no tendency to become solid after much wear. To accomplish this a fine quality of cotton was required, which, after being perfectly cleaned, was subjected to intense heat, and afterward treated to a chemical solution which imparted to it interlacing power. It was then made into the light and airy sheets of which we have spoken, and these sheets were piled one upon another until the desired thickness was reached. The structure was then covered with a tick, constituting the wholesome and comfortable

OSTERMOOR MATTRESS.

FACSIMILE OSTERMOOR
MATTRESS LABEL
REDUCED SIZE

FACSIMILE OSTERMOOR
MATTRESS LABEL
REDUCED SIZE

NONE ARE GENUINE OSTERMOOR WITHOUT THIS LABEL.

BEWARE OF IMITATIONS. SEE PAGES 38 AND 39.

IT ISN'T NECESSARY TO TRAVEL to seek the rest cure—the change from a hair to an Ostermoor Mattress will do more than change of scene. The expressman brings the Ostermoor to your home—just as it leaves our workroom, carefully wrapped in sterilized water-proof paper and burlap, fresh, clean, pure, untouched, undefiled, yours alone, not handled by a dozen people, and hauled and mauled in open wagon to your door.

An Ostermoor Mattress and Spring are Magical as Sleep Inducers.

Nervousness, sleeplessness, and insomnia may not be entirely cured—but that dread condition can at least be palliated and restful sleep secured by the use of an Ostermoor Mattress.

This has been proven. At our urgent request a prominent physician suggested the use of an Ostermoor Mattress to a patient, a lady unable to sleep, and unable to travel, and he reports his astonishment and her delight and gratitude at the wonderful *Cure* effected. Two more converts to the use of Ostermoor, who heretofore thought hair unexcelled.

Dr. Cyrus Edson.

56 W. 50th St., New York, Feb. 26, 1902.

Messrs. Ostermoor & Co.

Gentlemen:—The Ostermoor Mattresses is an absolutely ideal, soothing soporific sleep inducer and a great blessing. I deem its use in cases of insomnia almost magical in securing sleep.

A great blessing. Induces sleep almost magically.

CYRUS EDSON

Northern Pacific Beneficial Ass'n, Brainerd, Minn.

W. Courtney, M.D., Chief Surgeon Eastern Division.

So satisfactory would not consider using any other after 15 years' experience.

Messrs. Ostermoor & Co. January 18, 1904.

Gentlemen:—It is now some fifteen years since we began using your Ostermoor Mattresses, and we have purchased nothing else since that time. They have been *so satisfactory that we have not deemed it necessary to consider any other goods than your own.* They have worn well and *remain smooth and elastic* longer than any other mattress we have ever used.

As long as Ostermoor mattresses continue to give us as much satisfaction we *will buy no other.*

Yours truly,

WALTER COURTNEY

Interlaken Sanitarium, LaPorte, Ind.

Horace Wardner, A.M., M.D.

Can surely recommend. Good as ever, although 18 years old.

Messrs. Ostermoor & Co. January 21, 1900.

Gentlemen:—That particular Ostermoor Mattress I got of you eighteen years ago has been in *constant* use, and I do not see but it is as good as ever. I can surely recommend them highly.

Very truly,

HORACE WARDNER

Waldemere, Mamaroneck, Westchester County, N. Y.

For the Private Care and Treatment of Nervous and Mental Disorders.

Elon N. Carpenter, M.D., 110 W. 57th St., New York City.

Best mattress ever used. As good today as when purchased 20 years ago.

Messrs. Ostermoor & Co. March 12, 1902.

Gentlemen:—I have been using nothing but Ostermoor Mattresses for the past twenty years. Some of them have been in constant use all of this time and today are apparently in as good shape as the day they were purchased, not having been made over *during the whole twenty years' service.*

I do not hesitate to say they are the best mattresses I have ever used, either in a public or a private hospital.

I am using them in my New York home, and they are giving me as much satisfaction at home as in the hospital. They can not help but please the most fastidious. Very truly yours,

E. N. CARPENTER, M.D.

The Glen Springs, Watkins, N. Y.

Cannot praise too highly, after 14 years' constant use. Good as new.

Messrs. Ostermoor & Co. January 25, 1904.

Gentlemen:—The Ostermoor Mattresses I Purchased from you in 1890 have given perfect satisfaction. *I cannot speak too highly in their praise, and after fourteen years of constant use* I do not see but that they are just as good as they were the day we purchased them.

I have personally slept on one, and it is *today perfectly smooth and elastic as ever.* I weigh something over two hundred, and that's a pretty good test. You may send me two more of the four-foot-six size, $30.00 each, extra thick, Imperial border, weighing sixty pounds each.

Yours very truly,

WILLIAM E. LEFFINGWELL, PRESIDENT

St. Albans Hospital, St. Albans, Vt.

T. R. Waugh, M.D., Supt.

14 years' experience taught me. Best obtainable. Superior to hair.

Messrs. Ostermoor & Co. February 19, 1904.

Dear Sirs:—It is with pleasure that I do what I hesitate to do as general rule. I do not intend to give my name to a bad thing, or speak in too excessive terms of only a reasonably good one.

But I have used Ostermoor Mattresses for the past fourteen years in the hospital, and I find they do *continue soft and elastic and are so far superior to best of hair I cannot endorse too highly.*

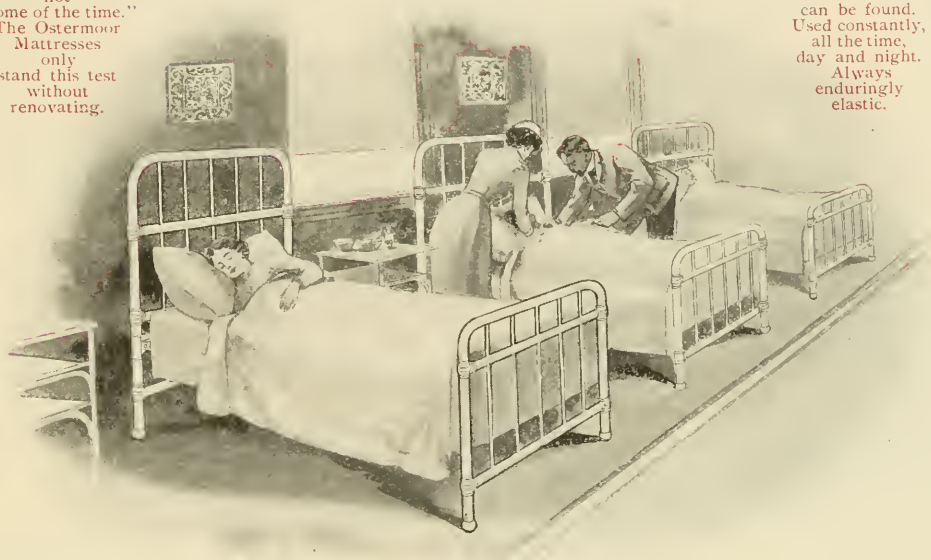
Experience has taught me this, and compelled me to change my first judgment, formed hastily on examination, without experience and use, for which I apologize. I am more than pleased, for *they are certainly the best mattress we have ever found.* I am, respectfully,

T. R. WAUGH

FOR HOSPITAL MATTRESSES.

Used "all the time," not "some of the time." The Ostermoor Mattresses only stand this test without renovating.

No better, no softer mattress can be found. Used constantly, all the time, day and night. Always enduringly elastic.



OSTERMOOR MATTRESSES HAVE PROVEN THE STANDARD

of excellence for hospital use where a sanitary mattress of undoubted purity and cleanliness is not only desired, but an absolute necessity.

Ostermoor Mattresses are absolutely guaranteed to be dust-proof, vermin-proof and non-absorbent, and practically germ-proof. They possess most marvelous everlasting elasticity that is not affected by steaming or sterilization of any kind. They can be put through whole, and come forth as soft and elastic, sweet, pure and clean, showing no depreciation whatsoever.

For hospital use we recommend that Ostermoor Mattresses be made in three parts, as shown on page 49. These parts are readily interchanged and easily replaced if soiled, etc.

New York Foundling Hospital, New York City.

Messrs. Ostermoor & Co. East 68th St., February 10, 1904.

Dear Sirs:—We have been using the Ostermoor Mattresses and Ostermoor Pillows exclusively throughout this institution *for the last thirty years, and there has been no necessity of having them remade during all that time.*

Would use no other. After 30 years' service without renovation.

We most gladly recommend them as the cleanest and most comfortable mattresses possible to be obtained. *We would use no other.* The order just given you for 400 Ostermoor Mattresses, Pillows and Bedsteads for our Summer Home must prove our strong endorsement. Respectfully,

SISTER THERESA VINCENT, Sisters of Charity

St. Catherine's Hospital, Brooklyn, N. Y.

Proven all claimed in every way for 22 years.

Messrs. Ostermoor & Co. Bushwick Ave., January 20, 1904.

Gentlemen:—Having used the Ostermoor Mattresses throughout for *over twenty years*, it pleases me to state that they are *still in good condition, need no repairs, all you claim* in every way, and I can gladly recommend them, as we are certainly well pleased. Very respectfully,

SISTER M. CATHERINE, Sisters of St. Dominic

St. Peter's Hospital, Brooklyn, N. Y.

Used 19 years with increasing satisfaction.

Messrs. Ostermoor & Co. Henry St., bet. Congress and Warren, March 24, 1904.

Respected Sirs: We have used your Ostermoor Mattresses for the past *nineteen years* with increasing satisfaction, and we highly recommend them to institutions and hospitals as the *best mattress* obtainable. Very respectfully,

SISTER DEMETRIA, Sisters of the Poor of St. Francis

St. Francis' Hospital, Trenton, N. J.

19 years' entire satisfaction. Highly recommended.

Messrs. Ostermoor & Co. January 26, 1904.

Dear Sirs:—Your Ostermoor Mattresses have been in use over *nineteen years* in our hospital. They have given entire satisfaction, and we can highly recommend them as the *most comfortable and durable bed possible to be obtained.* Very truly,

Sisters of St. Francis

St. Louis Mullanphy Hospital, St. Louis, Mo.

For 17 years best ever used. Possess all merits claimed.

Messrs. Ostermoor & Co. Grand Ave. and Montgomery St., March 1, 1902.

Gentlemen:—Your Ostermoor Mattresses have been in use in this hospital for the past *seventeen years*, and we are *happy to testify* in their favor. We are *convinced* that they *are the best mattresses* we have ever used, and when we add that they have all the good qualities you claim for them, we think further praise is unnecessary. Yours respectfully,

SISTER M. GABRIELLE, Sisters of Charity

Christ Hospital, Jersey City, N. J.

Used constantly, day and night, for 22 years; never sag in middle.

Messrs. Ostermoor & Co. 167 Palisade Ave., March 18, 1904.

Gentlemen:—The Ostermoor Mattresses purchased of you *twenty-two years ago* are in good condition to-day. They have been in constant use most of the time, *day and night. They never get lumpy or sag in the middle*, and are always comfortable. Very truly,

Mrs. R. S. NOBLE, Sup't.

House of Divine Providence and Home for Incurables, Ridgewood, N. Y.

Claims substantiated during 14 years' use.

Messrs. Ostermoor & Co. March 2, 1904.

Dear Sirs:—It gives us pleasure to say that we have had Ostermoor Mattresses in use for fourteen years or more, and they substantiate all that may be said in their praise, and are very satisfactory indeed, although used so long without repairs. Respectfully yours,

Sisters of Charity

Convent of St. Clare, Hartwell, Ohio.

Over 25 years' satisfactory use. Highly commendable.

Messrs. Ostermoor & Co. February 14, 1904.

Respected Gentlemen:—Will gladly state that Ostermoor Mattresses have given, and are giving, full satisfaction during the *nineteen years* that we have been using them in our hospitals here in the West, and in our Eastern houses, where they have been in use about *twenty-five years.* We find they are highly commendable for their *wonderful durability and great elasticity.* Yours very respectfully,

Sisters of the Poor of St. Francis

IN HOSPITAL USE Ostermoor Mattresses have proven a wonderful success. Of everlasting elasticity, they never lump, mat or pack. Of such endurance they absolutely stand the hard, constant service necessary for hospital use, as is instanced and proven by the thousands of testimonial letters we have received, those printed below from the Rochester City Hospital being peculiarly applicable. Used constantly for thirty-two years, twenty-four hours instead of eight hours a day, they having given really ninety-six years ordinary home service, although the wear, tear and usage of a hospital is so much greater, and yet these mattresses today are as good as new. The record is unparalleled.

Rochester City Hospital, Rochester, N. Y.

March 2, 1894.

Messrs. Ostermoor & Co.

Dear Sirs:—The mattresses have arrived and are certainly equal to new. I am glad, indeed, to add my testimony to the many which you have already received as to the excellence of the Ostermoor Mattresses. *It is surely proof enough of their superiority to say that after having had twenty-five years' hard, constant use, without any renovation whatever, they have now been made practically new at less than one-half the original cost.*

Very respectfully yours,

HELEN M. GAMWELL, Superintendent

After 25 years' use.

Rochester City Hospital, Rochester, N. Y.

Messrs. Ostermoor & Co. New York, Nov. 22, 1901.

Gentlemen:—Miss Gamwell, Supt. in 1894, is now married, but I take pleasure in stating that the Ostermoor Mattresses are still in use, have been frequently steamed and yet are in excellent condition today.

Yours very truly,

S. F. PALMER, Superintendent

After 32 years' use.

St. Agnes' Hospital, Philadelphia, Pa.

Messrs. Ostermoor & Co. March 10, 1902.

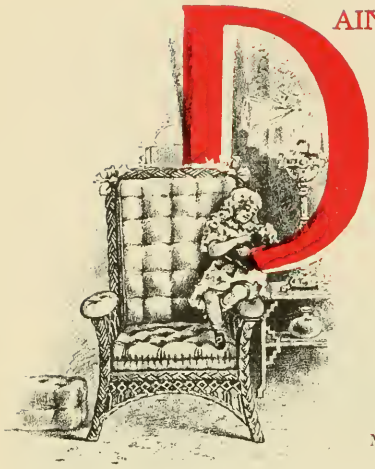
Gentlemen:—It affords us great pleasure to recommend Ostermoor Matresses as the best we ever had. We have been using them in our St. Mary's and St. Agnes' Hospital for the past *twenty-two years*, and they are *in perfect condition today*, although used nearly all the time—both day and night.

We are *pleased with them yearly, more and more.* They are a comfort to the patients and also to the nurses, and we would never use any other, and we gladly recommend Ostermoor as the *most durable and satisfactory mattress* known.

Yours respectfully,

Sisters Mary Borromeo and Xavier, O. S. F.

22 years old and in perfect condition today.



DAINTY LITTLE MATTRESSES for the little folks' dainty little Cribs and Beds, daintily made of dainty coverings on special orders, filled with Ostermoor, are superior to all others.

Price List, foot Pages 129 to 134.

New Jersey State Board of Education, Alpine, N. J.

Messrs. Ostermoor & Co. February 23, 1904.

Gentlemen:—The Ostermoor Mattresses I purchased from you twenty-two years ago have been constantly in use ever since, are still in good order, and most satisfactory. We have not found it necessary to have anything done to them whatever. Yours very truly,

S. MILES

Judges' Chambers, New York City.
U. S. District Court.

Room 64, P. O. Building, February 20, 1903.

Messrs. Ostermoor & Co.

Gentlemen:—The Ostermoor Mattresses you made for me *sixteen years* ago have been *in constant use ever since and are still good.* I am so well pleased, and entirely satisfied in every way—this present order is to equip me throughout. Both Mattresses and Cushions are all you claim. Yours truly,

Well pleased during 16 years' constant use.

ADDISON BROWN

St. Mary's Orphan Asylum, Jersey City, N. J.

Messrs. Ostermoor & Co. January 2, 1904.

Dear Sirs:—We have been using Ostermoor Mattresses with the utmost satisfaction for the past *twenty-three years and consider them far superior to the best hair.* We cordially recommend them, especially for hospitals and institutions, where their good qualities are a necessity. *We would use no other.*

Yours respectfully,

23 years' satisfactory service. Would use no other.

SISTER F. ASSISIUM

St. Joseph's Orphan Asylum, Burlington, Vt.

Messrs. Ostermoor & Co. December 13, 1903.

Gentlemen:—We think Ostermoor Mattresses are unsurpassed and *most highly commendable in every particular*, and especially so for their durability, sweetness, etc. We have used them for the last *twenty years*, and *they have stood the test* so well that they will probably last a number of years longer with even greater satisfaction.

Sincerely yours,

Unsurpassed. Used for 20 years. Stood the test in every particular.

SISTER JOSEPH

St. Mary's Hospital, Brooklyn, N. Y.

Messrs. Ostermoor & Co. February 12, 1904.

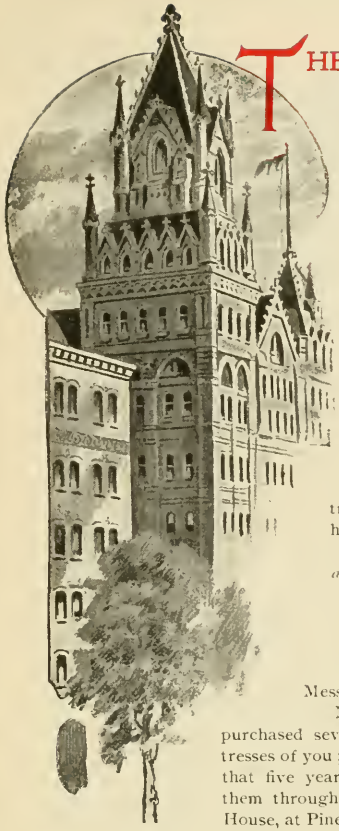
Gentlemen:—It gives me pleasure to say that we have been using Ostermoor Mattresses *for the past thirty years, and we like them so well would use nothing else.*

The old ones are still in most excellent condition, fully as soft, fresh and comfortable as the new ones furnished in 1896

Notwithstanding the hard, constant use they have had—both day and night—they never get lumpy or sag in the middle. I have recommended them to everybody.

Very respectfully,

SISTER M. STEPHEN, Sisters of Charity



THE LARGE HOTELS, CLUBS, Etc., desiring the most luxurious of Mattresses and Cushions have found the Ostermoor all that they desire—a delight and comfort to their guests and patrons.

Hotel Marie Antoinette, New York City.
Grand Boulevard and 66th Street.

Messrs. Ostermoor & Co. March 6, 1904.

Gentlemen:—Ostermoor Mattresses are *all that you claim.* I prefer them to any hair mattress, and gladly endorse them most highly.

Yours truly,
A. DUTTENHOFER

All you claim. Prefer to hair.

Louisville Hotel, Louisville, Ky.
Ross Paris Co.

Messrs. Ostermoor & Co. January 22, 1904.

Dear Sirs:—We have in use over one hundred Ostermoor Mattresses purchased of you in 1886, *eighteen years ago*, at which time the hotel was remodeled and refurnished.

We have much pleasure in saying that *they are as good as new today*, and have given most excellent satisfaction.

Very respectfully, ROSS PARIS CO

Good as new, though 18 years old, giving excellent satisfaction.

Brooklyn, N. Y.

Messrs. Ostermoor & Co. 62 2d Place, Jan. 24, 1900.

My Dear Sirs:—More than *twenty-five years* since, my Mother purchased several Ostermoor Mattresses of you; we were so satisfied that five years later we used them throughout the Guigou House, at Pine Hill, N. Y.

They gave the best of satisfaction, and are still in use.

I am now using one of the first mattresses bought of you, and *after twenty-five years' constant use I find it as good as new.*

I consider them better than hair and cannot speak of them too highly.

I am very truly yours,
A. GUIGOU,
FORMER OWNER AND PROP. OF THE GUIGOU HOUSE, PINE HILL, N. Y.

After 25 years' constant use good as new today.

The Julien House, Belvidere, Ill.
D. A. Tousley, Proprietor.

January 10, 1900.

Messrs. Ostermoor & Co.

Gentlemen:—Although we have run the Julien House since 1865 we only commenced using Ostermoor Mattresses *sixteen years ago*, and they have always given perfect satisfaction in every particular. The oldest ones we have are apparently as *good as the day we put them into use.* We think they are in *every way superior to the best hair matresses*, and cannot say too much in praise of them.

Yours very truly,
D. A. TOUSLEY

16 years' experience. Cannot say too much in praise.

THE FINEST PRIVATE RESIDENCES IN THE UNITED STATES

from Maine to California—North, South, East West—are using Ostermoor Mattresses and Window Seat Cushions, Chair Cushions, etc., wherever Ostermoor can be used, and a sightly, shapely Cushion is desired (and when is it not?) An Ostermoor Cushion is free from dust, will keep in shape and *never* mat down.

Bell Place Realty Company, St. Louis, Mo.
E. P. Bell, Gen'l Manager. Office, 814 Union Trust Building.

Messrs. Ostermoor & Co. 707 Olive Street, February 13, 1902.

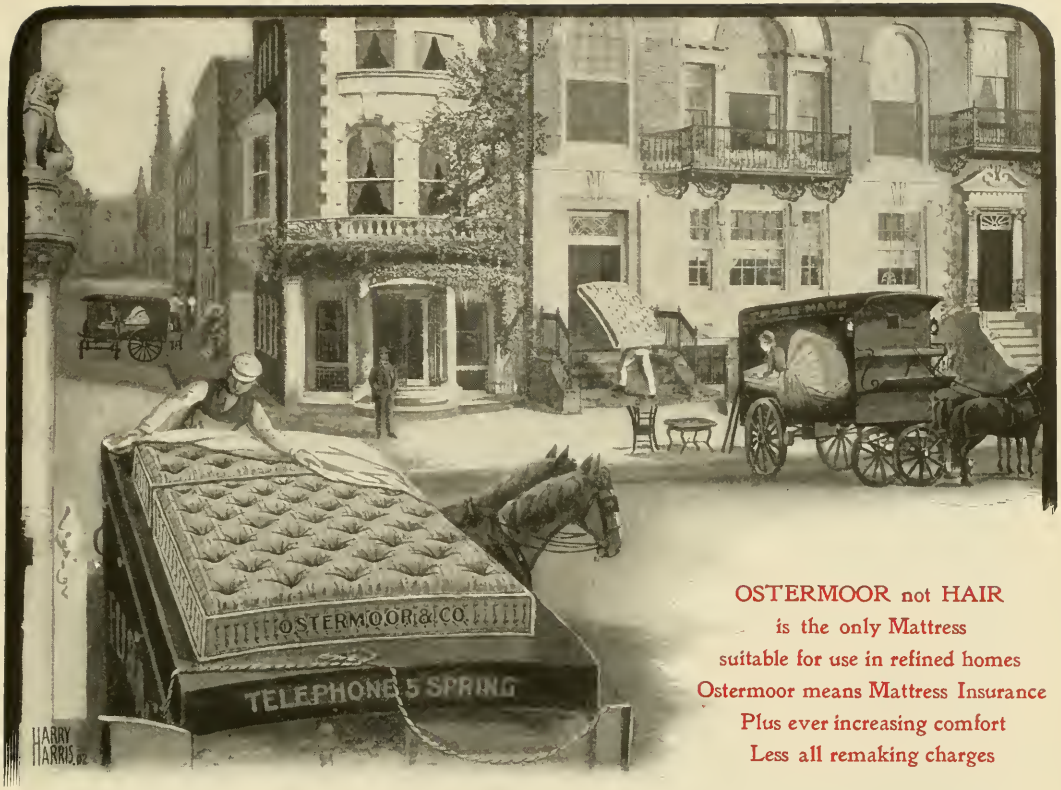
Gentlemen:—The Ostermoor Mattress you sold me in June, 1887, *fifteen years ago*, has *been slept on by me ever since, and I expect to enjoy its comfort for many years to come.* We have never had anything done to it in these years. If everything we buy would give as good satisfaction for the money as the Ostermoor Mattresses, our lives would be strewn with true happiness.

Slept on one for 15 years. Still perfect and nothing like it in the world today.

The mattress you ask about is on an old family four-post bedstead, one hundred and fifty years old, handed down in direct descent from one of the Royal Dukedoms of France, and I think your mattress now on it is better than any the whole line of Dukes ever saw in their lives, and there is certainly *nothing like it in the world today.*

Very truly,

ERNEST P. BELL



OSTERMOOR not HAIR
is the only Mattress
suitable for use in refined homes
Ostermoor means Mattress Insurance
Plus ever increasing comfort
Less all remaking charges

Austin, Nichols & Co., New York City.

Importers, Manufacturers and Wholesale Grocers.

Messrs. Ostermoor & Co. March 1, 1904.

Gentlemen:—Nineteen years ago I was first attracted to Ostermoor Filling instead of hair as one of a committee of three looking for a good church cushion for the Janes M. E. Church of Brooklyn.

We sold the hair cushions in use and substituted Ostermoor Cushions, by preference over all others, and our action has never been regretted. They have given perfect satisfaction during the past nineteen years of continuous use, and the wear is hardly perceptible.

"Par excellence." 19 years' experience. Nothing comparable with Ostermoor.

I also purchased Ostermoor Mattresses and Cushions for my personal use at various times, then and since, and I assure you that I never go away from home that I do not notice a vast difference, and sadly wish for the delightful luxury of my own bed.

I would not exchange Ostermoor Mattresses for the best hair mattresses that can be made, and I honestly believe there is no other material comparable with Ostermoor for a mattress or cushion. It is simply "par excellence."

Respectfully yours,

CHAS. M. PATTERSON

J. S. Prout, M. D., Brooklyn, N. Y.

Messrs. Ostermoor & Co. 26 Schermerhorn St., March 5, 1904.

Gentlemen:—It gives me much pleasure to say that your Ostermoor Mattresses and Pillows, after *nineteen years' service, are as elastic and satisfactory as at the time of their purchase.*

19 years' satisfactory service. Elastic as ever.

We know of nothing to compare with them in excellence, and would use no other.

Respectfully, (Mrs.) J. S. PROUT

AS A PADDING FOR OR CUSHIONS in Railway Cars and Carriages, nothing has yet been found that equals the Ostermoor Filling. It makes a cushion proof against moisture, moth and vermin, as well as dust; is markedly resilient and practically unwearoutable, and for this purpose, as well as many others, Ostermoor Filling is incomparable. We refer to all the most prominent Railroad Car and Carriage Builders, who are large customers.

Edward L. Spencer, New York City.
Attorney and Counselor at Law.

Messrs. Ostermoor & Co. 45 Broadway, January 28, 1900.

Gentlemen:—In 1880, twenty years ago, I purchased two of your Ostermoor Mattresses. These mattresses were in constant use during all that period and had never been remade or required repairs of any kind. *They afford us the greatest satisfaction. I used one personally, preferring it to a hair mattress.* Their elasticity and durability, in my opinion, *surpass the best hair.* This is evidenced by the long and thorough test they were subjected to in my family. I have only words of the highest commendation for Ostermoor Mattresses. Yours very truly,

EDWARD L. SPENCER

Used 20 years. Words of highest Commendation.

J. W. Beardsley's Sons, New York City.
Pure Food Specialties.

Messrs. Ostermoor & Co. 474, 476, 478 Greenwich Street, March 15, 1904.

Gentlemen:—We take great pleasure in saying that the Ostermoor Cushions we purchased for the Wesley M. E. Church, Hamilton, Bermuda, now in use *some seventeen years* or more, are giving most excellent satisfaction and are apparently as *elastic as when put in.*

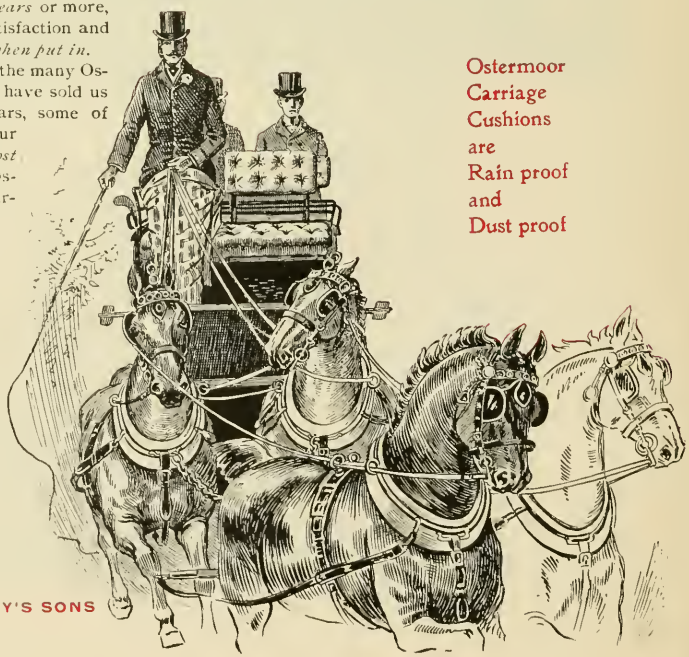
We can further say that the many Ostermoor Mattresses that you have sold us during same number of years, some of which we have been using in our own houses, have given *most excellent satisfaction.* The Ostermoor Cushions that you furnished for the Clinton Avenue Baptist Church, Newark, N. J., have been much admired, and are also *highly appreciated for their elastic quality.*

We take great pleasure in commending the Ostermoor Filling, and also the *superior workmanship* displayed in the various forms in which you have manufactured it, and we have no hesitation in saying that we believe any one using it will be most thoroughly satisfied. We remain,

Respectfully yours,

J. W. BEARDSLEY'S SONS

17 years' most excellent satisfaction. Highly appreciated for everlasting elastic quality.



Ostermoor Carriage Cushions are Rain proof and Dust proof

OSTERMOOR MATTRESSES are so absolutely water proof they will float. Moisture doesn't affect them in the least. They are, therefore, especially adapted for seaside use, where all other mattresses so soon become sodden and damp and uncomfortable.

The Christian Intelligencer, New York City.

Messrs. Ostermoor & Co. 4 and 6 Warren St., March 27, 1904.

Gentlemen:—The Ostermoor Mattress, in our judgment, is *far superior to the best hair* mattress, being *decidedly more comfortable* and cleanly, and requiring practically no attention because of its freedom from matting and everlasting softness.

Words of warmest praise for sterling merits. Proven superior to best hair, during 15 years.

We have had your Ostermoor in constant use in our home since the fall of 1889, and with the exception of cleansing the ticking, *nothing has been done to it, and yet it holds its shape almost perfectly to this day;* apparently it is as good as the day we received it, fifteen years ago. We have nothing but *words of the warmest praise for the sterling merits* of Ostermoor.

Very truly yours,

R. F. BOGARDUS

Geneva Hygienic Institute, Geneva, N. Y.

Dr. J. C. Knapp, Supt.

Messrs. Ostermoor & Co. March 19, 1904.

Dear Sirs:—It gives us pleasure to say that the Ostermoor Mattresses we purchased of you *twenty-six years ago* have always given perfect satisfaction. They have been in *constant use* since we purchased them, and we think are superior to the best quality of curled hair. We *cheerfully commend them* as the most comfortable, satisfactory bed obtainable. Respectfully yours,

J. C. KNAPP

26 years' constant use. Perfectly satisfactory. Superior to hair.

TAKE ADVICE FROM THE HUMBLE CAT—seek an absolutely dry place to sleep. An Ostermoor is the only mattress made that is so dry that it will not even absorb moisture from the body; hence absolutely sweet, pure, clean and comfortable at all times, under all sorts of conditions, and a hair mattress isn't!

Dr. H. B. Campbell, Bridgeton, N. J.

Messrs. Ostermoor & Co. April 8, 1903.

Gentlemen:—I have an Ostermoor Bedstead, and on it an Ostermoor Upholstered Spiral Spring. On each there is an Ostermoor Mattress, both being covered with your High Grade Satin Finish Ticking, and it is no wonder that with a combination of such No. 1. body rests as that I have been sleeping so restfully over a third of my time ever since.

Perfect as they can be made.

I am fittting up a cottage at the shore, and hope to add Ostermoor comforts there, on account of their peculiar fitness, for I think Ostermoor Mattresses, Cushions and Springs are about as perfect as they can be made and that you deserve success.

Sincerely yours,

H. B. CAMPBELL

Avon Park, Florida.

March 12, 1903.

Messrs. Ostermoor & Co.

Gentlemen:—I have slept on Ostermoor Mattresses for several years with the greatest possible satisfaction and comfort, on account of the non-absorbent quality and consequent wholesomeness, being so much more healthful than any animal product can be.

Wholesome, Healthful, Comfortable.

Dr. McCartney has some fifty of your Mattresses at the Hotel Verona of this place, and I hear only good words spoken of them. Their perfect wholesomeness and durability have been well proven.

Wishing that every one could be supplied with your excellent beds, I remain,

Very truly yours,

O. R. THACHER

Dr. R. R. De Witt, Hampshire, Ill.

March 6, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—I really think I owe you an acknowledgment of the complete satisfaction the Ostermoor Mattress has given me during five years' use. To a doctor particularly, its firmness, softness, and hygienic qualities insure that perfect rest by a poise of body he of all others most appreciates.

Insures Perfect rest and poise of Body.

It is the one household article we prize above all others, and my wife says it is as good as the day it came.

Yours truly.

R. R. De WITT, M D.

SPECIAL OSTERMOOR MATTRESSES OF ALL KINDS,

hard as are used for gymnasium and tumbling, or to cure insomnia, luxuriously soft sleep inducers, which possess an endurance four times as great as those made of any other material. Their absolute non-absorbent qualities, and even thickness and elastic resiliency, being markedly superior to all others.

MARTIN W. BARR, M. D., Chief Physician. FRANK M. SCHEIBLEY, Steward.

Pennsylvania Training School for Feeble-Minded Children, Elwyn, Delaware County, Pa.

MESSRS. OSTERMOOR & CO. February 17, 1902.

GENTLEMEN:—Ostermoor Mattresses have been used for many years (nineteen) in this institution, and we have found them entirely satisfactory.

Very truly yours,

F. M. SCHEIBLEY

William E. Norris, Palo Alto, California.
Resident Agent Caledonian Insurance Co.

MESSRS. OSTERMOOR & CO. February 20, 1904.

DEAR SIRS:—I purchased one of the Ostermoor Mattresses through an advertisement that induced me to make the trial over eight years ago. On receipt of the goods I found that your guarantee as to workmanship had been fully complied with; this is assured now, *having tested to my infinite satisfaction its qualities as a bed—my faith in your promises being unconditionally confirmed, and I feel safe in asserting that you are selling the very best bed that mortal man ever slept upon.*

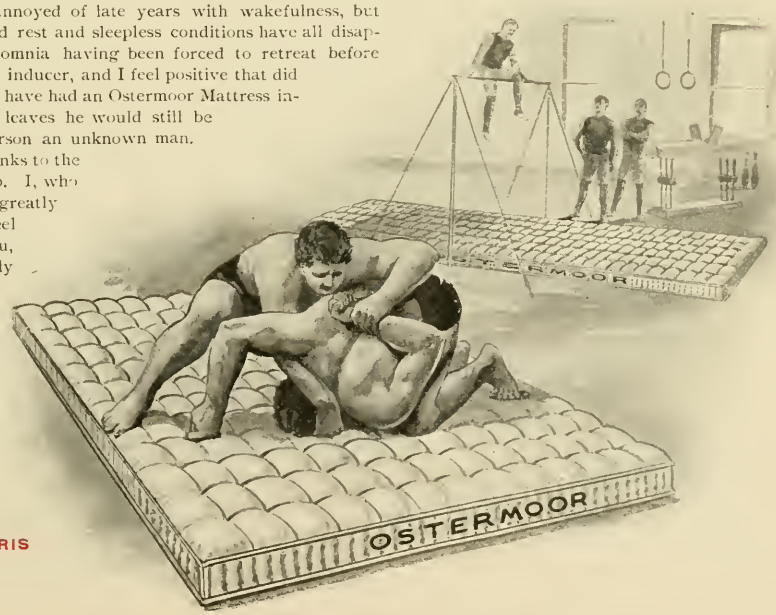
I am past middle life, of active habits, and my business keeps me out of doors most of the time, and since having the mattress, *when I prepare for my night's rest it is with the blessed assurance of sweet and refreshing sleep and a pleasant awakening in the morning, with that "tired feeling" entirely banished.*

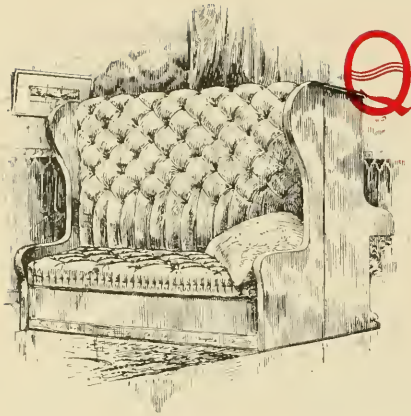
I had been greatly annoyed of late years with wakefulness, but I now enjoy most blessed rest and sleepless conditions have all disappeared, that demon Insomnia having been forced to retreat before the magic of your sleep inducer, and I feel positive that did old Rip Van Winkle but have had an Ostermoor Mattress instead of a bed of forest leaves he would still be comatose, and Joe Jefferson an unknown man.

Sancho Panza gave thanks to the man who invented sleep. I, who through sad experience greatly value that invention, feel just as grateful to you, for your invention surely makes sleep possible. It is for that I give you this unsolicited testimonial to the value of your production, and *I consider it worthy of far more than I have said or can say in its praise. It is an absolutely perfect bed.*

Yours truly,

WILLIAM E. NORRIS





PIANO SEAT BACK.
Mahogany Frame, Movable Seat Cushion, Attached Back, Silk Velour Covering, $150.

QUAINT CONCEITS in the way of Furniture, with **movable Cushions,** can be most successfully carried out with Ostermoor Filling, the two special pieces, as illustrated on this page, conveying but a slight idea of their beauty. The richness and elegance of movable cushions, daintily made, rather than heavy upholstery, is certainly appreciated by lovers of the artistic.

The Gleason Health Resort, Elmira, N. Y.
E. B. Gleason, Manager.

Messrs. Ostermoor & Co. March 9, 1904.

Gentlemen:—The Ostermoor Mattresses which you sold me some fifteen years ago have been in constant use in our establishment ever since that time.

I am glad to say they have given entire satisfaction, and from their present appearance I think they will last for an indefinite period without remaking, required by hair.

Nothing but words of praise. Will last indefinitely. After 15 years' use.

I have used one on my own bed and have nothing but words of praise for it, as it retains its elasticity and smoothness, and is superior in comfort to any other mattress that we have ever used. I can most sincerely recommend them to any one who desires an evenly soft, restful mattress, that unlike hair will not become dead or lumpy by constant, hard use.

It is not my habit to give such letters, but when I find an article so really good, I am pleased you should derive any benefit you can from my appreciation of your excellent mattress. Yours truly,

E. B. GLEASON

A. D. Southworth, Northfield, Minn.

Messrs. Ostermoor & Co. January 7, 1900.

Gentlemen:—The Ostermoor Mattress is indeed all you claim.

Ostermoor all you claim. Better than anything else.

Until I bought your mattress I had been sleeping on an "air mattress," which caused me no end of suffering. It was fairly good with the mercury not less than 65 degrees, but lower than that, even with lots of blankets under one and unless the bed is softly blown and only half full of air, the cold air rushes between one's back and the mattress and it takes far more of the warmth from this aged fellow than I have on tap.

The man who induced me to buy the "air mattress" suicided last August, a victim of insomnia. Had he but an Ostermoor he would have had a far better show of favors from that coy goddess "Sleep," and would have had, I am sure, a much longer life.

Anything I have said relative to the merits of the Ostermoor Mattress I am ready to substantiate. Use as you see fit, if you think it will induce any one to buy an Ostermoor, and so set themselves the best foundation in the wide, wide world for a grand, restful time, better than anything they have yet experienced.

Yours very truly,

A. D. SOUTHWORTH

Cincinnati, O.

2209 Auburn Ave., January 26, 1902.

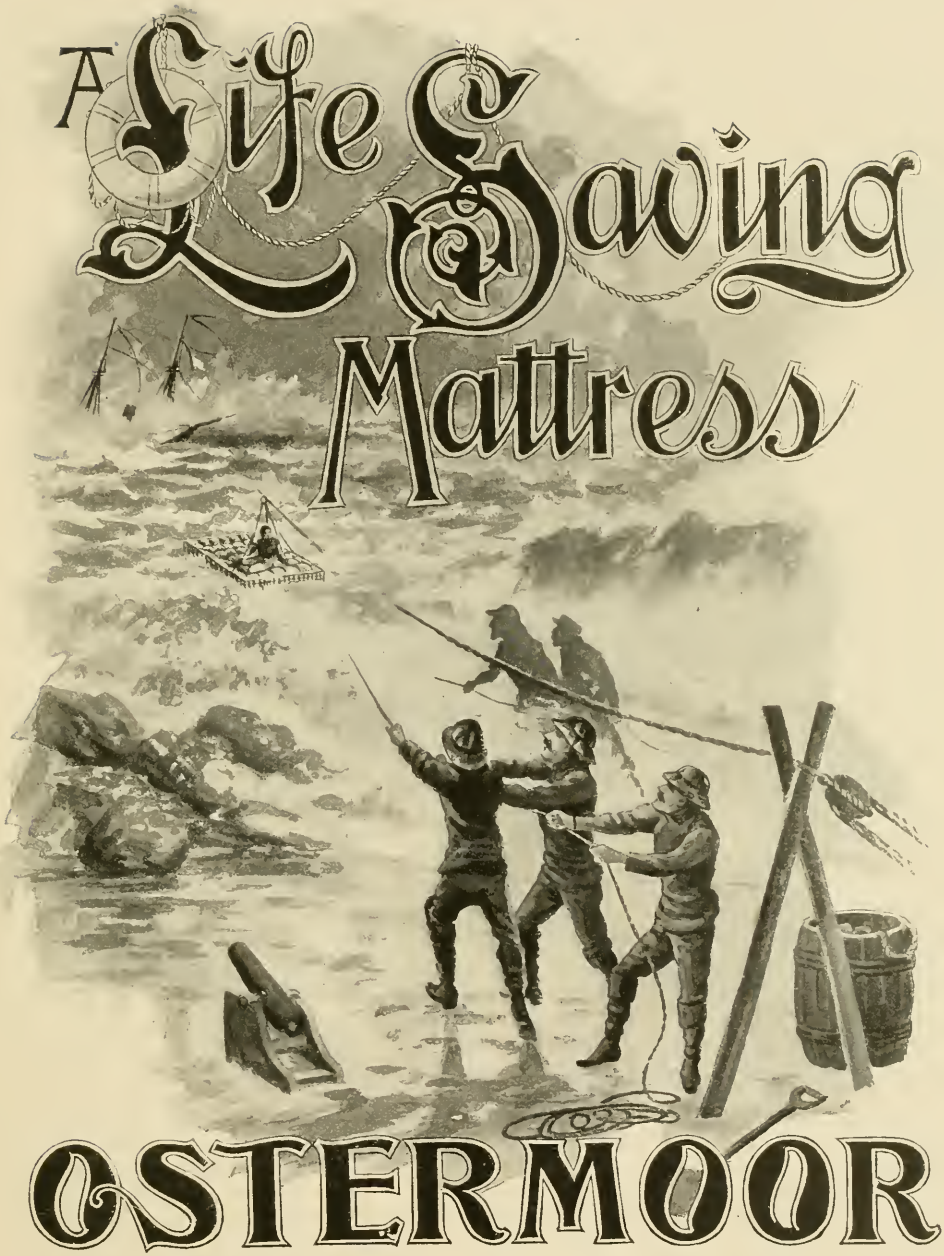
Messrs. Ostermoor & Co.

Gentlemen:—We like Ostermoor Mattresses after seventeen years' use very much indeed; they have worn exceedingly well and have retained their elasticity to a remarkable degree. We prefer them to any other mattress made.

17 years old. Worn exceedingly well. Have retained elasticity remarkably.

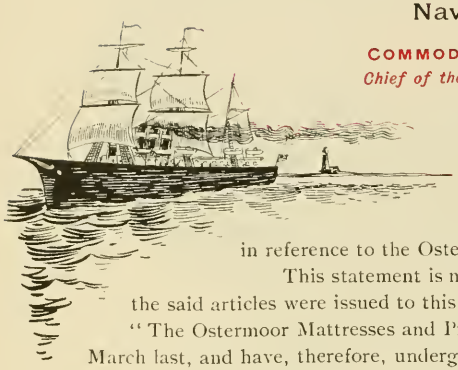
Yours truly,

J. B. TREVOR


A Life Saving Mattress
OSTERMOOR

TEST MADE ABOARD U. S. MAN OF WAR.

U. S. S. "Vandalia," 3rd Rate, Navy Yard, New York.



COMMODORE EARL ENGLISH, U. S. N.,
Chief of the Bureau of Equipment and Recruiting.

WASHINGTON, D. C., December 10, 1879.

SIR:—In obedience to your orders of December 8th, I beg leave to submit herewith the statements to me of Lieut.-Commander G. F. F. Wilde, Executive officer of this vessel, in reference to the Ostermoor Mattresses and Pillows.

This statement is made in accordance with the Instructions received at the time the said articles were issued to this ship for trial, with my approval of the same.

"The Ostermoor Mattresses and Pillows were placed in the berths of the ship on the 26th day of March last, and have, therefore, undergone a trial of something more than eight months.

"The present condition of the Mattresses and Pillows shows that they retain their original elasticity unimpaired. The surface of the filling remains even and smooth without having formed into 'lumps' or 'knots' to the slightest extent. In the tropical climate the filling was found to be a remarkably cool and comfortable substance to lie upon. It was non-absorbent of moisture, either from the body or damp atmosphere, and remained sweet and pure, and free from the slightest objectionable odor under all conditions of atmosphere.

"The Mattresses and Pillows were also found to be free from vermin of all kinds, at all times. In one room where there was a hair mattress in use, the officer occupying it was troubled with bug vermin, despite all efforts to prevent the annoyance, but the Filling in every instance remained proof against the pests.

"As regards the flotation qualities of the 'Ostermoor,' I would make the following report of test made by me. A sample or 'model' mattress, one foot long, ten inches wide, and five inches thick, weighing one and one-half pounds in the aggregate, was used. The ticking at one end was cut away to permit the water to make its way in between the sheets of filling, if possible. A chain shackle, weighing twenty-five pounds, was made fast to the model, which was then placed in the water. At the end of twenty-four consecutive hours the upper side of the model was still above the surface of the water; upon being taken from the water and examined, the model was found to weigh four and one-half pounds gross weight, the greater part of this weight being caused by the water which the ticking had absorbed. The water had penetrated the 'filling' only about one-eighth (⅛) of an inch.

"I would recommend the Ostermoor Mattresses and Pillows for the use of Officers of the Navy. My opinion is that the Ostermoor filling is the most cleanly, comfortable and durable substance, for the purpose to which it is put, ever tried in the navy, and it is a most efficient life-preserving material as well.

"All the officers of the ship using these Mattresses concur with me in this opinion, and I strongly recommend the universal use of these Mattresses and Pillows by the bureau."

Very respectfully,

Your obedient servant,

RICHARD W. MEADE,
Commander U. S. N., Commanding.

Commandant's office,
Navy Yard, New York.

Forwarded December 11th, 1879.

W. W. QUEEN, *Captain Commanding.*

AT SEA THE IMPORTANCE OF THE MATTRESS is most readily recognized. Many a passenger can recall the discomfort, even agony, of a night spent on a damp, dank, sodden mattress, and the after effect of cold and rheumatism. Not one in a hundred of the average steamer mattresses is as dry as it should be. All other mattresses we have ever seen when near water rapidly absorb moisture. The Ostermoor never will, but is so non-absorbent it will float, and is more buoyant than cork, sustaining fifteen times its own weight in the water for many days. An Ostermoor Pillow or Mattress is so effective that straps and their varied complicated adjustments used with life preservers are unnecessary. Every ounce of Ostermoor is an ounce of life preserver and a mattress filled with same far superior to hair and far more luxuriously soft and comfortable, surpassing in cleanliness and purity, and these merits are enduring. Always sweet, pure and clean — no musty odor — sanitarily perfect at all times and absolutely proof against all vermin. Ostermoor is the perfectly ideal mattress in every respect, ashore or afloat.

Navy Yard, Boston, Mass.

March 18, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—While Executive Officer of the U. S. S. "Vandalia," in March, 1878, just twenty-six years ago, Ostermoor Mattresses were purchased for the Ward Room against my desire, as up to that time I considered hair very much better, but I have always congratulated myself upon their introduction, for my bed proved to be the finest I had ever known, and as I wrote you in my last letter from Manila while aboard the "Oregon," I have since that time used Ostermoor Mattresses exclusively, and would buy no other did they cost double that of any other mattress made.

Those I have purchased for my own use at various times during the past twenty-six years, are still in use, and have proven perfect in elasticity, free from lumps and hollows, are fully as satisfactory as the day they were purchased, and I have gladly sung their praises at all times.

When Secretary of the Light House Board, from August, 1894, to March, 1898, I purchased Ostermoor Mattresses to fit out various vessels for the Light House Establishment. They have all given the most entire satisfaction not only for their exceptional comfort and elasticity, but because they retain that elasticity, are non-absorbent, and more than all aboard ship, vermin will not come near them.

From actual experience, I can most heartily endorse all you can say in their praise, and wishing you every success deserved by so meritorious an article

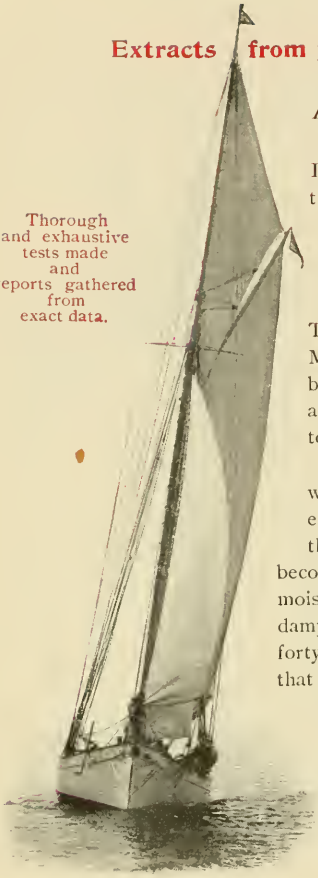
I am sincerely yours,

F. F. WILDE, Capt., U. S. Navy

Extracts from paper before the American Geographical Society, New York.

By THEODORUS B. M. MASON, Lieutenant U. S. Navy.

From the Bulletin of the Society:



Thorough and exhaustive tests made and reports gathered from exact data.

"The Ostermoor Mattress has just been adopted by the Navy Department. It has been approved and recommended by a board ordered by the Chief of the Steamboat Inspection Service. This is a step in the right direction, and could steamship companies be made to see that their own interests would be advanced by providing such means and advertising it, just as hotels have provided fire-escapes and apparatus, a great stride would have been taken.

"This mattress is an invention of Mr. H. D. Ostermoor, of this city. The Board of Naval Officers who tested it at Washington report that 'the Mattress' consists of several sheets or thicknesses of raw cotton, which had been subjected to a great heat, to remove all possible traces of vegetable oils, and then while under pressure, to a process which renders the fibres impervious to water or dampness.

"A 'bunk mattress' of this kind supported one man weighing 150 lbs., who stood upon it, and a dead weight of 50 lbs. of iron, without sinking enough to wet its upper side. It also supported two such men, only wetting the soles of their shoes. After twenty-four hours floating, the ticking having become saturated, the inside was examined, and found to be totally untouched by moisture, the extreme outer fibres of the outer sheets being barely touched by the dampness. Heavy weights were then used to sink it, and it remained under water forty-eight hours. Upon being examined at the end of this time, it was found that the moisture had penetrated between the sheets, the interior of the sheets themselves being entirely free from dampness. The mattress was then dried, when the usual softness and sponginess was observed to return to the material. So well pleased was the Board with the comfort and cheapness of the mattress that they recommended it even for shore use. They have, however, already been used for a long time on shore and afloat. Pullman uses them in his sleeping-cars and uses the material for filling cushions of his palace cars. They are used in many of the Hospitals and Public Institutions. All who have used them testify in highest terms as to their softness, their not lumping and their cleanliness. The objection to mattresses stuffed with cork is their hardness and sogginess after being in the water for some time; to those with waterproof covers, their smell. An Ostermoor Pillow weighing three and a half pounds, on which were placed thirty pounds of iron, is reported by the steamboat inspectors to have floated eight days. An Ostermoor chair cushion would therefore support a man in the water with the greatest ease."

1606 20th Street, N. W., Connecticut Avenue.

Messrs. Ostermoor & Co. Washington, D. C., March 22, 1900.

Gentlemen:—In answer to yours of the 18th inst., regarding a paper read by me before the American Geographical Society, February 27th, 1879, beg to say that I have had no reason to change my opinion since; on the contrary, my twenty-one years' experience with Ostermoor Mattresses has but strengthened it. I shall be glad to render you any other assistance you may require in bringing so good an article to public notice. Very truly yours,

THEO. B. M. MASON, Lieut. Comd., U. S. Navy

THE OSTERMOOR IS A LIFE PRESERVER.

Extract from Proceedings of the Board of Supervising Inspectors of Steam Vessels at the Twenty-seventh Annual Session, held at Washington, D. C., Commencing on January 15, 1879.

At the meeting of February 3, 1879, the following was adopted :

" Your Committee on Life-Saving Appliances, to which was referred the Ostermoor Mattress, for approval as an auxiliary Life-Saving appliance, have examined the same. The Committee has made some tests with the Ostermoor filling, and finds it very satisfactory. It also finds, after the Mattress had remained in the water several days, that the filling was only partly wet. In one test, a Pillow of three and one-half (3½) pounds was made, on which were placed thirty pounds of iron, and it floated eight days without sinking. When the mattress is made of the same material as that which was tested, the Committee would have no hesitation in recommending them as an auxiliary."

(Sigd.) FRANK BURNETT,
(Sigd.) E. PLATT STRATTAN,
(Sigd.) JOHN FEHRENBATCH.

Office Supervising Inspector-General Steamboats.

Treasury Department, April 26, 1902.

I certify that the above is a true copy of an extract from the proceedings of the Board of Supervising Inspectors, Twenty-seventh Annual Meeting, held in Washington, January, 1879. I am using an Ostermoor Mattress myself and think them absolutely unequaled.

JAMES A. DUMONT, *Sup'g Inspector-General*

U. S. S. Passaic, Navy Yard, Washington, D. C.

Mr. H. D. Ostermoor. December 7, 1879.

Dear Sir:—Your letter of the 5th is at hand, and in reply I desire to inform you that I will very gladly give you my opinion of the Ostermoor Mattress I received from you last December.

Since received it has been continuously in use, being on the bed occupied by myself and wife, and it is today in as good condition as the first day it was used. It is, without exception, the best mattress I have ever slept on; much better, in my opinion, than a hair one, as it is softer and more pliable.

I shall never use any other kind on my beds in my house if I should ever go to housekeeping, and I intend, when I am ordered to sea, to make a special request to be furnished with one for my cabin bunk.

If you remember, our Board pronounced on all features except the matter of getting lumpy by long usage, and it was principally to test this feature that I ordered mine from you, and I can cheerfully state that mine, having been used for one year, is as smooth now as the day it came, not a sign of a lump in it.

Used continuously for 21 years and still the best ever slept on. Softer and more pliable than hair. Has stood all tests, not a sign of a lump in it.

You are at perfect liberty to show my letter to any officer you wish, and I can fully endorse the recommendations of your other patrons by stating that I am more than pleased with my mattress, and think it is the most comfortable one I ever saw, and, in addition to that, my official report will show what I think of it as a life preserver.

A mattress that will stay under water for forty-eight hours and then come out with only the outside layers of Ostermoor damp, should speak for itself. I am,

Very truly yours,

J. D. GRAHAM, Comd. U. S. Navy

Messrs. Ostermoor & Co. New York, March 20, 1899.

Gentlemen:—In reply to your letter of the 18th inst., I beg to state that I reiterate everything I said in the above letter twenty years ago.

I have used an Ostermoor Mattress continually from the time I received it in 1878, *and it is today in as good condition as the day I received it from you.*

I again say it is the *best* mattress I ever slept on. I should use no other.

Yours very truly,

J. D. GRAHAM, Comd. U. S. Navy

Navy Department, Washington, D. C.

Bureau of Construction and Repair.

Messrs. Ostermoor & Co. August 4, 1892.

Gentlemen:—I have several of your Ostermoor Mattresses in use today and I am most happy to say that I have *used them continuously for nearly fifteen years, and I prefer them to the best of hair in every respect, and could not now be induced to use hair*—although before I used the Ostermoor I thought hair could not be beat.

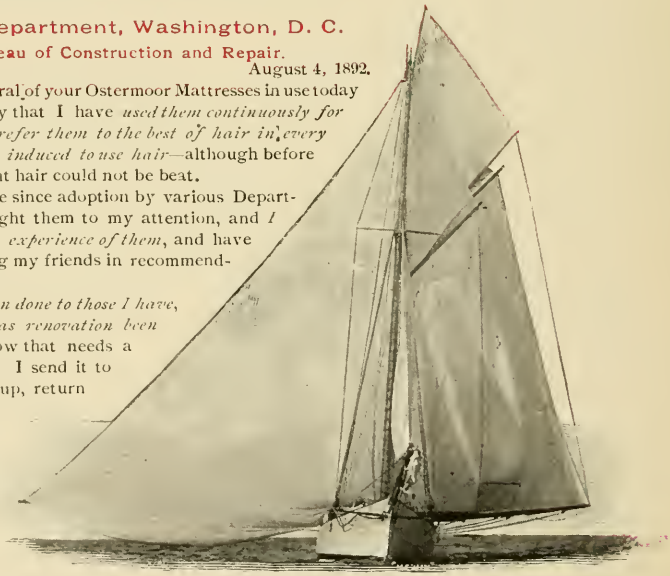
Delighted. Could not be induced to use hair after using Ostermoor for fifteen years.

Their most satisfactory use since adoption by various Departments of the Navy first brought them to my attention, and *I have been delighted with my experience of them*, and have always thought I was favoring my friends in recommending Ostermoor Mattresses.

Nothing whatever has been done to those I have, in the way of repair, nor has renovation been needed, but there is one now that needs a little attention, new tick, etc. I send it to you by express; please fix it up, return to my residence, 1631 16th Street, N. W., with bill, for I wish it to last, like an old but true friend, as long as I do.

Very truly yours,

THEODORE D. WILSON



OSTERMOOR

A MATTRESS THAT WILL FLOAT!

This illustration represents an actual occurrence in N. Y. Harbor, where an Ostermoor Mattress was so used:—

On Board Steamer Tiger Lily.

New York Harbor,

July 15, 1880.

WHEREAS, We, the undersigned witnesses to the testing of the Ostermoor Mattress and Pillow, being interested in the question of the most efficient means of saving life at sea in case of sudden disaster, so many of which disasters have recently occurred, do hereby

RESOLVE, That the Ostermoor has stood the test with astonishing effect, and so far as we can see is as buoyant as cork. We further

RESOLVE, To recommend all Steam Vessels to adopt the Ostermoor Mattress for use. The Pillow alone, which any person can use in the case of an accident, without having to adjust it to the body, is, in our opinion, after having witnessed the tests, quite sufficient to keep afloat one person, and probably two or three.

JOHN F. McGLENSEY, COMDR. U. S. N

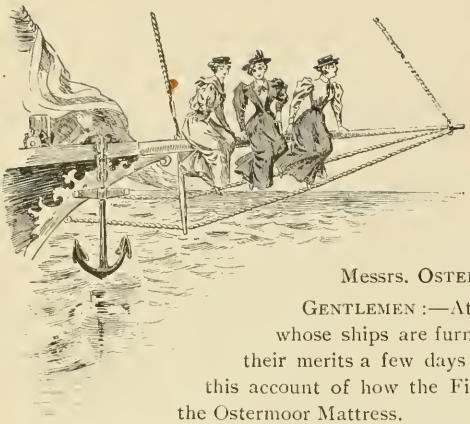
A. HEATON ROBERTSON.
DAN'L D. V. STUART,
Lieutenant U. S. N.
H. J. LAMARCHE.
H. F. PECK.
ROBERT COURTNEY.
FRANCIS S. NASH,
Ass't Surgeon U. S. N.
FRANCIS W. BLOODGOOD.
R. B. CHOULER.
JOHN B. MORFORD,
Supt. Jersey City Ferry.
C. M. WITSCH.
R. S. BUSSING, Jr.
JAMES W. BRITT.
EDWIN W. IVINS.
R. C. HAMILTON.
GEO. E. CONDIT.
CORN. S. MITCHELL.

SUCH AN ONE IS THE WONDERFUL

OSTERMOOR

EVERY OUNCE OF WHICH IS AN OUNCE OF LIFE PRESERVER!

We have furnished over fifty thousand Ostermoor Mattresses to the different departments of the United States Navy.



EXHAUSTIVE test made and glorious recognition received for the marvelous merits of the Ostermoor Mattress at Hyde Park, London, England.

U. S. Steamer Hudson, New York, N. Y.

Messrs. Ostermoor & Co. March 13, 1897.

Gentlemen :—At the suggestion of the agent of a steamship line of this city whose ships are furnished with your mattresses, and with whom I was discussing their merits a few days since, I write this letter, believing you will be interested in this account of how the Fisheries Exhibition Gold Medal and Diploma were won by the Ostermoor Mattress.

While in charge of the United States Life-Saving Service exhibit at the International Fisheries Exhibition, held in London in the year 1882, a much soiled and torn mattress was sent to my exhibit from the United States National Museum, it having been entered as a life-saving appliance for fishing vessels. (Adopted and used exclusively by Commission of Fish and Fisheries.)

I learned that it was an Ostermoor Mattress, which had the previous year been awarded a medal at Berlin, returned to the National Museum with other exhibits, and stored there until preparations were made for the Fisheries Exhibition, when it was, by order of Prof. Spencer Baird, shipped to London. On account of its soiled and torn condition, it was not given a very prominent position in my exhibit, and I am free to confess I took but little interest in it.

As it was an American article, entered for competition, it was taken, with other exhibits, to the lake in Hyde Park on the day the practical tests of life-saving appliances were made. Being a member of the jury on life-saving devices, I took an active part in the tests. The jury was composed of two Admirals, one Captain and one Commander of the English Navy ; a Commander of the French Navy, a Captain of the Spanish Navy, a Lieutenant of the U. S. Revenue Cutter Service. The jury made very thorough tests, and the decisions were impartial and never questioned by the exhibitors.

There were entered for competition mattresses of all descriptions and materials ; various preparations of cork, and different shapes and designs of rubber. One in particular, of which much was expected, was a combination of several inflated rubber cylinders.

The Ostermoor was the last on the list to be tested, which gave it a better opportunity to show its superiority. Its predecessors all failed in one particular ; that when a man attempted to climb from the water upon them, the opposite side invariably tipped up, which made it impossible to get on unless a man was on the opposite side to hold them down. Much to my surprise and satisfaction, when the Ostermoor Mattress was placed in the water, it showed greater buoyancy, and the men had no difficulty in getting upon it—several on one side even, it remaining flat and firm in the water. Nine men were easily supported upon and around it.

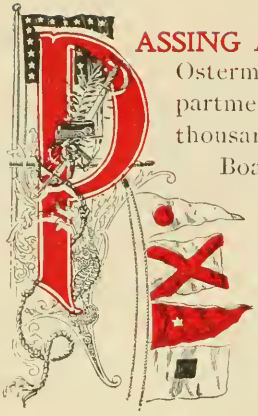
After the tests at Hyde Park, by direction of the jury, the mattress was weighed and placed in the basin of the fountain on the Exhibition grounds, where it remained two weeks, the fountain playing upon it all that time. On its removal it was weighed and found to have absorbed the weight of one man (150 lbs.) and part of that was no doubt due to its torn covering.

I have since used (for fifteen years) your Ostermoor Mattresses and Cushions, both ashore and afloat, and consider them far better than the best hair in every way.

They possess wonderful elasticity, are exceedingly durable, and all you claim in every particular, and I cheerfully write this in their behalf. Your attractive circulars do not exaggerate the merits of Ostermoor in the least. Very truly yours,

C. H. McLELLAN, *First Lieut. U. S. R. S., Commanding*

THE
INTERNATIONAL FISHERIES EXHIBITION
LONDON 1883
AWARDED TO
FISHERIES
EXHIBITION
NEW YORK
Herr H. D. Ostermoor
Bronzene Medaille
Deutscher Fischerei-Verein
International Fisheries Commission
Certificate of Award
MEDAL
Certificate
Moor & Co.
OF AWARD
COMMISSION HAS
AND ACCEPTED THE
RD IN CONFORMITY
PRODUCT
ELASTIC FELT
MATTRESSES
PILLOWS
APPROVAL OF JUDGES
OSTERMOOR & CO.
Elastic Felt
The Patent Elastic
OF THE CITY
857
896



PASSING ALL TESTS SUCCESSFULLY, referred to in preceding pages, Ostermoor Mattresses have been approved and adopted in various departments of the United States Navy. We have furnished over fifty thousand Ostermoor Mattresses aboard the U. S. War Ships, Torpedo Boats, Torpedo Boat Destroyers, etc., etc., both for officers and enlisted men, and also throughout the

United States Marine Corps,
" " Revenue Cutter Service,
" " Light House Service,
" " Commission Fish and Fisheries,
" " Life-Saving Bureau,
" " Engineer Corps,
" " Naval Hospitals,
" " Mississippi River Commission, etc., etc.

Headquarters U. S. Marine Corps.

Quartermaster's Office.

Messrs. Ostermoor & Co. Washington, D. C., February 15, 1902.

Sirs: Referring to your communication of the 7th inst., requesting an expression from this office of the experience of the Marine Corps with Ostermoor Mattresses, I have to reply that the large quantity of Mattresses procured from you were distributed to the various posts of the Corps for use of the enlisted men serving there; that they have been subjected to much necessarily hard service; and that they have *been found highly satisfactory, being exceedingly elastic, durable and far superior in all respects* to other kinds of Mattresses previously tested by the Corps.

Forwarded approved, Very respectfully,

CHAS. HAYWOOD, Brigader-General, Commandant

F. L. DENNY, Colonel and Quartermaster

U. S. Revenue Cutter Service,

Treasury Department.

Messrs. Ostermoor & Co. Washington, D. C., March 15, 1904.

Gentlemen:—Ostermoor Mattresses, Pillows, Boat Cushions, etc., have been *adopted exclusively for use of the Revenue Cutter Service.* Five new ships have been completely equipped with them throughout, and it affords me great pleasure to say that they *have given perfect satisfaction in all particulars*, and in wear, cleanliness, elasticity and durability *we deem them better than hair or any other mattress known.*

Very truly yours,

C. F. SHOEMAKER, Captain R. C. S., Chief of Division

Light House Establishment, Tompkinsville, N. Y.

Messrs. Ostermoor & Co. March 11, 1904.

Dear Sirs:—I have found Ostermoor Mattresses so superior in every way, and especially find them so much better than hair, that I have purchased many for my personal use and have also equipped the Light House Tenders under my charge with them throughout.

Very respectfully,

D. P. HEAP, Colonel, Corps of Engineers, U. S. Army

U. S. Engineers' Office, Chicago, Ill.

Messrs. Ostermoor & Co. 1637 Indiana Ave., January 27, 1901.

Gentlemen:—I feel no hesitancy whatever in commending Ostermoor Mattresses, as *I consider them the best Mattress obtainable in every possible way.*

In October, 1886, I purchased your Mattresses for the U. S. Snag Boat John R. Meigs, and *after more than fifteen years' service they are still in use in good condition* and entirely free from vermin. Since then all additional Mattresses required for other vessels in that District I have purchased from you, and they *have all been equally satisfactory.*

I also recommended the use of your Mattresses aboard the five new boats of the Mississippi River Commission and for the new boat, General John Newton.

It is with infinite satisfaction that I personally use an Ostermoor Mattress in preference to best white hair obtainable, without regard to price.

Very respectfully,

J. H. WILLARD, Maj. Corps of Engineers

General Superintendent, Life-Saving Service.

Treasury Department.

Messrs. Ostermoor & Co. Washington, D. C., March 16, 1904.

Gentlemen:—The Ostermoor Mattress which I purchased of you five years ago I am able to say without qualification is in *every way the best Mattress I ever slept on.* Until I began using it I slept on a hair mattress and nobody could persuade me that there possibly could be anything better. Testimony was not enough, but my own *experience proves all you claim.*

Last Spring I lay in bed *more than a month, day and night,* suffering from an attack of sciatica, *when I could hardly move, and I found that the softness, elasticity, and sweetness of the Ostermoor Mattress wonderfully reduced the discomfort* and irksomeness of that painful period. I most cordially recommend the mattress for both sick and well.

U. S. Battleship Missouri.

In my opinion, considering the amount of time we have to spend in sleep—if one only can sleep—*you are actually conferring a blessing upon mankind by offering so reposeful a couch,* and that, too, at so inconsiderable a price.

Respectfully,

S. I. KIMBALL, Gen'l Supt.

2204 R Street, Washington, D. C.

Messrs. Ostermoor & Co. February 22, 1904.

Gentlemen:—In reply I beg leave to say that the Ostermoor Mattresses furnished by you to the vessels of U. S. Fish Commission, "Fish Hawk" in 1880 and "Albatross" in 1882, are still in use aboard both vessels; those on the "Albatross" were in markedly good condition, when I relinquished command of that vessel, having *retained their elasticity remarkably well after eighteen years' continuous service.*

They have proven satisfactory in every respect and I consider the Ostermoor Mattresses particularly well adapted for use aboard ship.

Very respectfully,

Z. L. TANNER, Commander, U. S. Navy

Baltimore, Chesapeake & Atlantic Railway Co., Baltimore, Md.

Willard Thomson, Vice-President and General Manager.

Messrs. Ostermoor & Co. 241 South St., February 5, 1904.

Dear Sirs:—Replying to your letter of the 29th of January, addressed to the Superintendent of the "Eastern Shore Steamboat Company," as to the condition of the Ostermoor Mattresses that are used in our line, beg to advise that we furnished the steamer "Eastern Shore" in 1883, twenty-one years ago, with about 200 of them, and they have been in constant use ever since, and are seemingly good today for as many more years.

In 1891 we furnished the steamer "Pocomoke" with Ostermoor Mattresses throughout and at this writing, after thirteen years' use, they are as good as when first put in service, and it gives me pleasure to be able to recommend them without qualification. The Eastern Shore Steamboat Company is now a part of this system.

Yours truly,

WILLARD THOMSON,
Vice-President and General Mgr.

S. S. City of Mackinac. Detroit & Cleveland Navigation Co.

The Detroit & Cleveland Navigation Co., Detroit, Mich.

Messrs. Ostermoor & Co. March 14, 1904.

Gentlemen:—We have used your Ostermoor Mattresses on all our steamers for the past twenty-one years, and *infinitely prefer them to the best hair* at the same price.

We have found they possess all the merits that you claim for them. Our patrons compliment us on our excellent beds.

Yours respectfully,

A. A. SCHARTZ, Gen'l Supt

General Offices People's Evening Line Steamers.

John Englis, President. Pier 32, North River.

Messrs. Ostermoor & Co. New York, December 15, 1903.

Dear Sirs:—After eight years' thorough trial of Ostermoor Mattresses, with which the steamer "Adirondack" of this line is equipped entirely throughout, we are pleased to say that they have given the most entire satisfaction to this Company, from an economical standpoint, and because they have been so much appreciated by passengers.

Many of our patrons have expressed their pleasure because of the exceptional comfort with which they have slept on your Mattresses.

The contract just given you for 1,000 mattresses to equip our new steamer surely expresses our full satisfaction.

Yours very truly,

PEOPLE'S LINE OF STEAMERS,
JOHN ENGLIS, President

S. S. Adirondack. People's Line.

Ocean Steamship Company of Savanah.

P. E. Le Fevre, Superintendent.

81 Beach St., New York, March 2, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—I am pleased to express our satisfaction with the Ostermoor Mattresses purchased from you in 1898. They are in continual use, and *we find they possess all the excellencies claimed for them.* We are discarding hair, as we *consider Ostermoor preferable in every way.*

Yours truly,

P. E. LE FEVRE, Superintendent

New York and Cuba Mail Steamship Co.

Alfred G. Smith, Sec'y and Treas.

90-96 Wall St., New York, March 15, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—The several thousand Ostermoor Mattresses and Cushions which you have, from time to time, supplied to the steamers of this line, *have proved to be all that you claim for them in every particular, and have given us the most entire satisfaction.*

The additional orders recently given you to equip the rest of our boats throughout is surely proof of our satisfaction.

Yours truly,

ALFRED G. SMITH,
Secretary and Treasurer

Maine Steamship Company.

Horatio Hall, Gen'l Manager.

Messrs. Ostermoor & Co. 290 Broadway, New York, February 27, 1904.

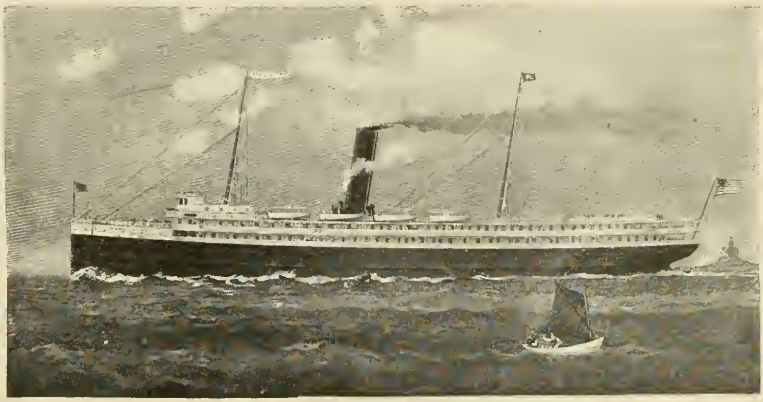
Gentlemen:—Replying to your inquiry, it is with great pleasure that we can certify to the excellence of Ostermoor Mattresses: they have proven all that you claimed in every respect. Our new steamships, "North Star," "John Englis" and "Horatio Hall," are equipped with them throughout, and they have given the utmost satisfaction in every way, as also have those used aboard the "Manhattan" and "Cottage City." We have three thousand of your Mattresses now in use. *Our patrons are delighted with their comfort and luxury.*

I have Ostermoor Mattresses in my own home, the first one having been *purchased to replace a very expensive hair one, and I am glad to say that the Ostermoor surpassed it in comfort and durability.*

We consider Ostermoor Mattresses the acme of comfort, and indispensable for cleanliness.

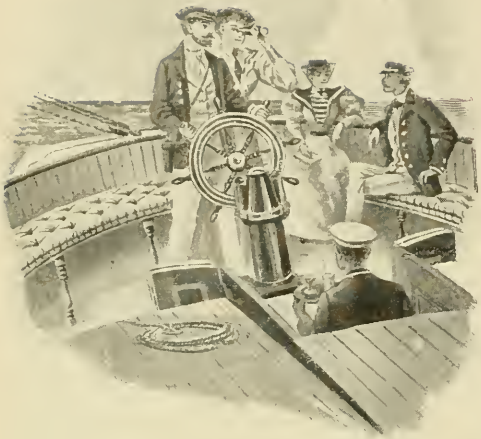
Yours truly,

Maine Steamship Co.
Horatio Hall,
Gen'l Mgr.



S. S. "Horatio Hall," of the Maine Steamship Co.

THE OSTERMOOR MATTRESS is so non-absorbent it is rated by the U. S. Steamboat Inspection as an auxiliary Life Preserver.



We have furnished Ostermoor Mattresses and Cushions to all Yachts of any prominence in the United States, among the many owners to whom we gladly refer being: Messrs. Wm. K. Vanderbilt, C. Oliver Iselin, Delancy Kane, Alexander Taylor, Jr., Edward M. Brown, George Gould, Charles Warren Lippit, Alexander E. Orr, John Jacob Astor, J. Malcolm Forbes, David Dows, Jr., Henry S. Burnham, James Gordon Bennett, Elbridge T. Gerry, Chester W. Chapin, John J. Phelps, and hundreds of others, too numerous to mention

The Emperor of Germany and the King of England, whose Yachts we have furnished with mattresses and Cushions, have both given us gold medals and diplomas for our work in this special line alone.

David Dows & Co., New York City.

17 years old and in an admirable state. Claims fully justified.

February 15, 1902.

Messrs. Ostermoor & Co.

Gentlemen:—It gives me much pleasure to be able to say that the Ostermoor Cushions and Mattresses you made for my boat are *still in use and in an admirable state of preservation* and in my opinion fully justify all you said concerning them at the time of the purchase, *seventeen years ago.*

Yours truly, **A. E. ORR**

Brown & Seccomb, New York City.

Used 16 years, and still give very great satisfaction.

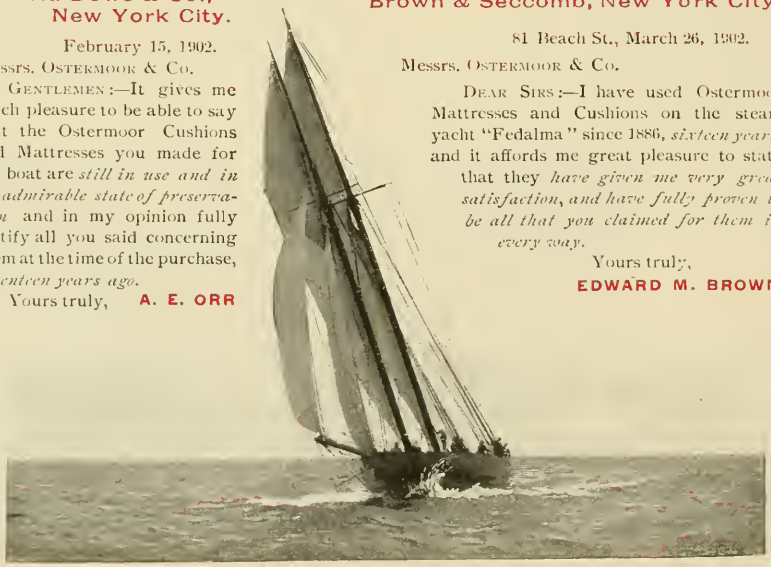
81 Beach St., March 26, 1902.

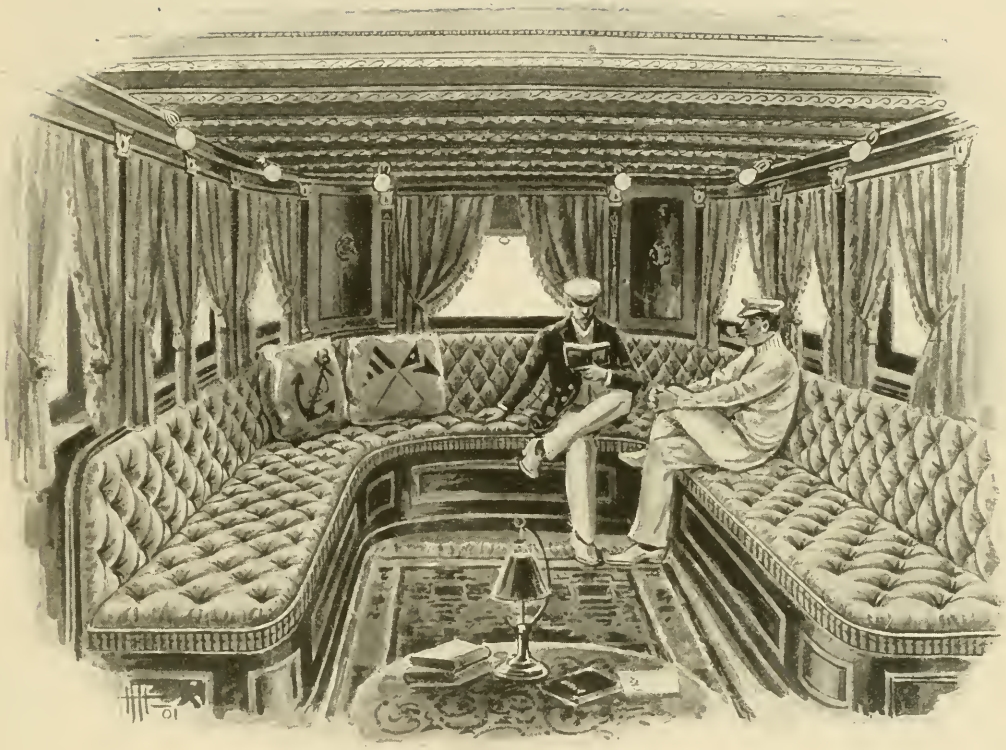
Messrs. Ostermoor & Co.

Dear Sirs:—I have used Ostermoor Mattresses and Cushions on the steam yacht "Fedalma" since 1886, *sixteen years*, and it affords me great pleasure to state that they *have given me very great satisfaction, and have fully proven to be all that you claimed for them in every way.*

Yours truly,

EDWARD M. BROWN





THE OSTERMOOR HAS PROVEN A PERFECT FILLING, particularly desirable for Mattresses, and also for Cushions and Upholstered Back-Cushions—either ashore or afloat ; aboard ship it has become a recognized necessity on account of its absolutely non-absorbent qualities and that perfect freedom from all damp or mildew at all times and under all conditions. Ostermoor Cushions are not hurt or spoiled by water, and are always readily available, most efficient life preservers.

Ostermoor Cushions and Mattresses are softer than those filled with the best of hair and wear far better. They never mat or pack like hair, nor do they need remaking, as hair does, but retain their unusual merits and keep in perfect order indefinitely without requiring any attention, care or any expense for years to come—first cost being their last and only cost.

Bolton, Lake George, N. Y.

Used continuously for 18 years. Permanently elastic. Heartily recommend.

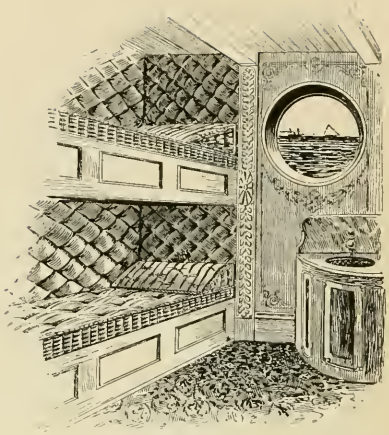
Messrs. Ostermoor & Co. March 19, 1897.

Gentlemen:—For *eighteen years* or more I have been using your Ostermoor Cushions in fitting out my numerous steam launches, *giving them the preference over the best hair*, not only on account of their *permanent elasticity* and cleanliness, but also from the fact that if divided into proper lengths they make excellent *readily available life preservers.*

I have also used your Ostermoor Mattresses whenever I have had to purchase any for my house, and I have used one *continuously* for eighteen years. They have all given me satisfaction, and I can *heartily recommend them.*

Yours respectfully,

J. BUCHANAN HENRY



John J. Phelps, New York City.

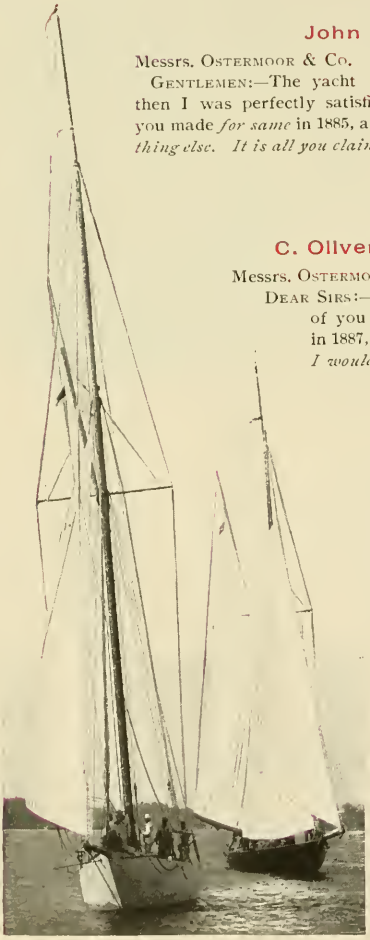
All we claim. Use our mattress in preference to all others.

Messrs. Ostermoor & Co. 35 South William St., Jan. 15, 1900.

Gentlemen:—The yacht "Brunhilde" was sold several years ago, but up to then I was perfectly satisfied in every way with the Ostermoor Mattresses, etc., you made *for same* in 1885, and *should use your Ostermoor again in preference to anything else. It is all you claim for it.*

Yours truly,

JOHN J. PHELPS



C. Oliver Iselin, New Rochelle, N. Y.

13 years' entire satisfaction. Use no other.

Messrs. Ostermoor & Co. April 24, 1900.

Dear Sirs:—The Ostermoor Mattresses and Cushions I have bought of you from time to time since you furnished my yacht "Titania" in 1887, *give entire satisfaction*, and should I build another yacht *I would certainly give you another order.*

Truly yours,

C. OLIVER ISELIN

Hecker-Jones-Jewell Milling Co., New York City.

Eugene Jones, President.

Stood most admirably the test of time for 13 years, and prove all you claim.

207 Produce Exchange, Feb. 28, 1900.

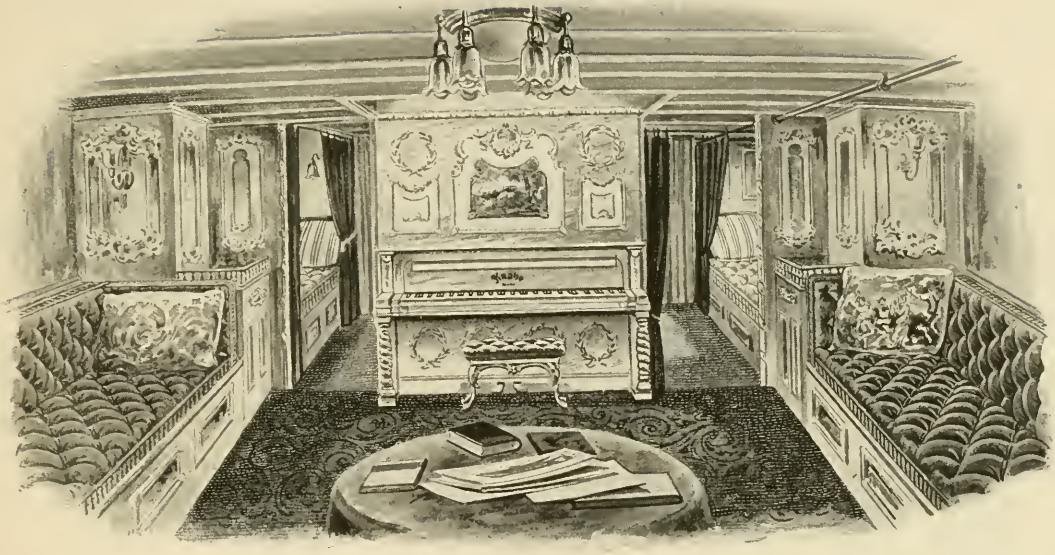
Messrs. Ostermoor & Co.

Dear Sirs:—Yours of the 26th inst., asking for some endorsement of your Ostermoor Mattresses, is before me.

In reply to which I would say, that we still have in use the mattresses bought of you some thirteen years since, and that *they have stood most admirably the test of time, and that we have found them to be all that you claim for them, everlasting elasticity, marked durability*, equal, if not better, than the best hair mattresses, and they have proved most satisfactory in every respect.

Yours very truly,

EUGENE JONES



SALOON OR BERTH MATTRESSES WITH OSTERMOOR FILLING

are always dry, sweet and pure, soft as or softer than hair, as you prefer, and a perfect raft or life preserver in the water—ever at your service—never sodden or damp, nor a foul, ill-smelling odor—as if mildewed, which is always noticeable in best of hair and all other mattresses aboard ships. But rarely luxurious and of such absolute comfort and enchanting cleanliness—with an absolute freedom from all objectionable features that makes them preëminently superior to all other mattresses the world over. These merits are most unusual. Ostermoor Mattresses—and none other—possess these merits.

G. Sidenberg, New York City.

Messrs. Ostermoor & Co. 24 Broad St., February 3, 1902.

Gentlemen: I beg to state that the Ostermoor Mattresses and Cushions you put in steam yacht "Theresa," twelve years ago, are *just as good as new*, and I have no fault to find with them whatever, as they have given me every satisfaction.

Yours very truly,

G. SIDENBERG

10 years old and as good as new.

Kenilworth Inn, Biltmore, Asheville, N. C.

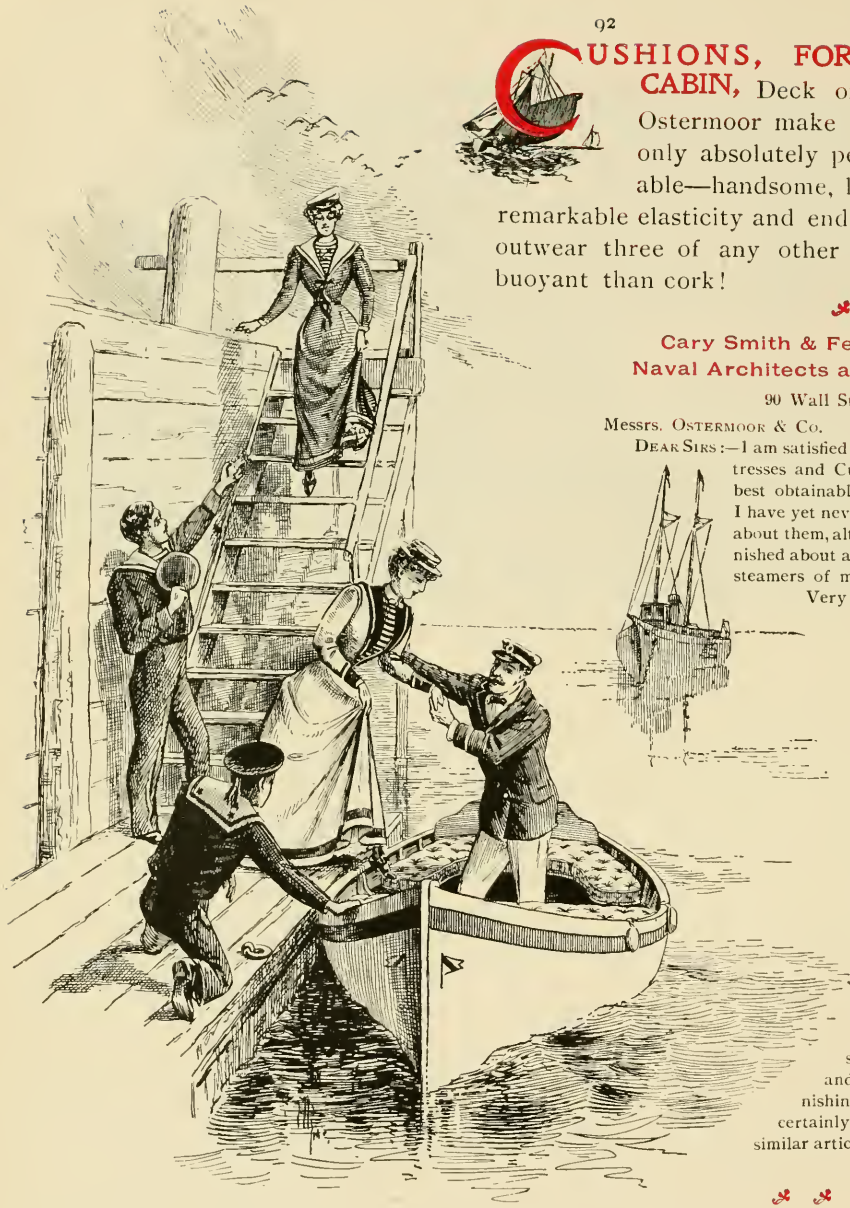
Messrs. Ostermoor & Co. March 27, 1897.

Gentlemen:—The Ostermoor Mattresses on my yacht "Thespia" give *entire satisfaction* and *fulfill all representations made* regarding them.

Yours truly,

DAVID DOWS, JR.

Entire satisfaction. Fulfill all representations.



CUSHIONS, FOR SALOON OR CABIN, Deck or Small Boats, of Ostermoor make and filling, are the only absolutely perfect ones obtainable—handsome, luxurious articles of remarkable elasticity and endurance. They will outwear three of any other filling. Far more buoyant than cork!

Cary Smith & Ferris, New York
Naval Architects and Yacht Brokers

90 Wall Street

Messrs. Ostermoor & Co. March 6, 1904

Dear Sirs:—I am satisfied that Ostermoor Mattresses and Cushions are the very best obtainable for yacht use, etc. I have yet never heard a complaint about them, although you have furnished about all of the yachts and steamers of my design since 1880.

Very truly yours,
A. CARY SMITH

24 years' experience, and yet to have a complaint.

Alexander P. Ketchum
New York City

4 William St.

Feb. 24, 1904

Ostermoor & Co.

Gentlemen:—I sold my yacht "Sonona" some years ago, but during the time I owned her was *exceedingly pleased* with the Ostermoor Cushions and Mattresses you supplied me with, and if I were again furnishing a yacht, should certainly apply to you for similar articles. Yours truly,
A. P. KETCHUM

Exceedingly pleased. Would use no other.

A. H. Abell, Hamilton, Bermuda.

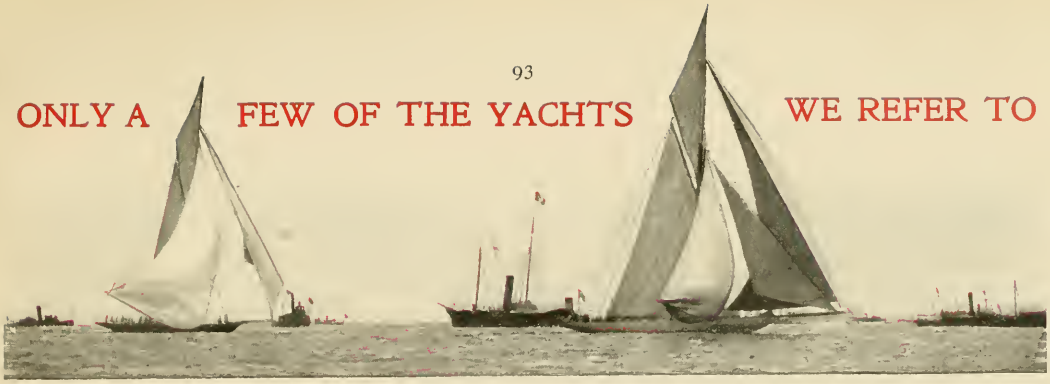
10 years' use. All you claim in every particular. Superiority and luxuriousness well proven.

Messrs. Ostermoor & Co. February 13, 1900

Dear Sirs:—The Ostermoor are all you claim them to be, in every particular, and have given perfect satisfaction for ten years; shall never—as long as they can be had—use anything else. They never lose their shape or get lumpy. Their superiority and luxuriousness is well proven. Too much cannot be said in their praise.

Most truly yours, **A. H. ABELL**

ONLY A FEW OF THE YACHTS WE REFER TO



USING OSTERMOOR MATTRESSES AND CUSHIONS

Aeolus	Curlew	Ianda	Nourmahal	Siren
Addie	Commanche	Ituna	Nirodha	Skylark
Aida	Dauntless	Julia	Nydia	Social
Albicore	Diana	Kanawha	Osceola	Sphinx
Aloha	Edris	Lancer	Palladin	Susquehanna
Alpha	Electra	Machigowne	Papoose	Sybil
Alva	Eleanor	Marion	Parthenia	Thalia
Anna	Ellie	Marjorie	Privateer	Thetis
Atalanta	Enaj	Mayflower	Polly	Theresa
Arrow	Enterprise	Meda	Priscilla	Thespia
Athlon	Erin	Merle	Prospero	Titania
Aunt Polly	Fayelle	Merlin	Puritan	Una
Aztec	Fedalma	Mermaid	Queen Mab	Utowana
Banshee	Fortuna	Meteor	Roamer	Vidette
Bedouin	Fra Diavolo	Mischief	Rondina	Viking
Bijou	Genevieve	Mohican	Rosalie	Virginia
Brunhilde	Gracie	Namouna	Rajah	Volunteer
Cacique	Graling	Narod	Ruffhouse	Wenonah
Carlotta	Halcyon	Neola	Sanona	Wacouta
Carola	Harbinger	Nomad	Sappho	Wild Duck
Carmelita	Hoosier		Seminole	Yama
Cinderella	Iris		Shearwater	Yampa
Challenge				Yonondio
Crusader				Zara
Clermont				Zarah

This list represents but a fraction of the many Yachts we have furnished, which comprises nearly all of any prominence in the waters of the United States.

New York Central & Hudson River Railroad Co., New York,

Grand Central Station.

George H. Daniels, General Passenger Agent.

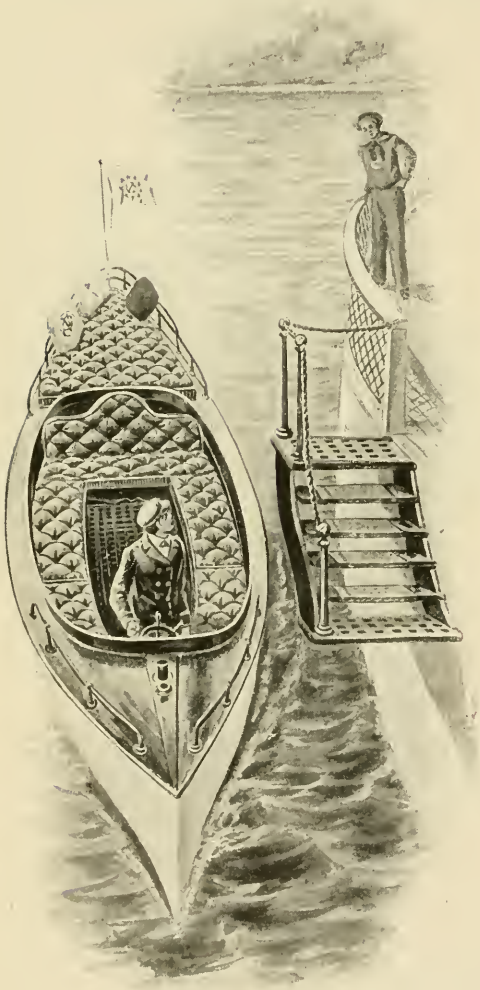
Messrs. Ostermoor & Co. March 10, 1904.

Gentlemen:—The Ostermoor Mattresses that I bought of you in 1893 (eleven years ago) have proven perfectly satisfactory and are all that you claim them to be in every respect, besides vermin-proof and non-absorbent. We think them excellent and a perfect success.

Proven all you claim. Vermin-proof and non-absorbent.

Very truly yours,

GEORGE H. DANIELS



Phelps, Dodge & Co.,

99 John Street, New York.

February 17, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—I take pleasure in advising you that the Ostermoor Mattresses and Cushions furnished by you for the yacht "Aloha" have given entire satisfaction in every respect, and are proving all that you claim them to be. We consider them superior to the very best of hair, and their use is a comfort and pleasure. Very truly yours,

Superior to best of hair. Satisfaction, comfort, pleasure.

ARTHUR CURTIS JAMES

United States Naval Force on Asiatic Station,

Manila, Philippine Islands.

January 27, 1902.

Messrs. Ostermoor & Co.

Gentlemen:—Rear-Admiral Watson desires me to say in reply to your letter of December 12, 1899, that the testimonial he gave in April, 1897, as to the wonderfully meritorious qualities and everlasting elasticity of the Ostermoor Mattresses purchased of you in 1883, seventeen years ago, holds good today, after three years' more hard use.

Used for 17 years. Everlastingly elastic. Wonderfully meritorious.

Very respectfully,

E. H. WATSON

Dr. Cyrus Edson

56 W. 50th St., New York, May 26, 1903.

Messrs. Ostermoor & Co.

Gentlemen:—I first experienced the delightful comfort and luxury of the Ostermoor Mattresses and Cushions aboard a boat which led me to purchase one for my own bed, and I am glad to express my approval.

It is a great improvement on the hair mattress, not only from the standpoint of cleanliness and hygiene, but also from that of comfort, wherein it greatly surpasses hair.

Greatly surpasses hair. Absolutely ideal bed.

I am greatly pleased with my personal use of same during the past five years. It certainly makes the absolutely ideal bed.

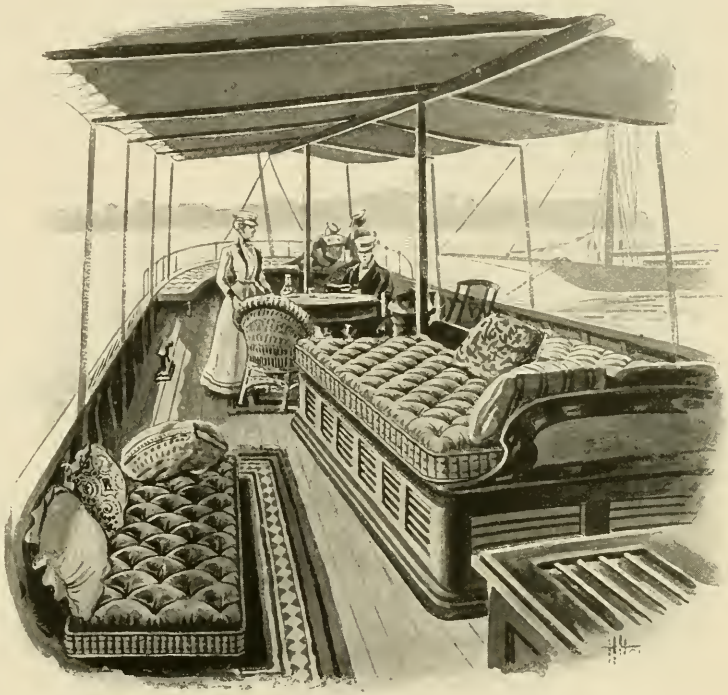
Yours faithfully,

CYRUS EDSON

MATTRESS-CUSHIONS for use aboard boats, outside—cunningly devised for use in places not usually utilized—covered with waterproof materials—that stand all sorts of hard usage—without depreciation of comfort, beauty or shapeliness—adding to the comfort and luxury of lounging in the open air and consequently enhancing the enjoyment and pleasure of many a trip. These have been specialties of ours for years.

Such cushions are possible only with Ostermoor and no other filling, which makes them practical, desirable and useful at all times and in all sorts of places.

They are absolutely waterproof, so non-absorbent they will float indefinitely, and are therefore recognized by the U. S. Steamboat Inspection as Auxiliary Life Preservers.



Refer to Pages 76, 78, 79, 81 and 82 and note severe tests made.

Thus they serve as Life Preservers—should occasion arise—are easily at hand in case of need—much more so than anything else obtainable. Add wonderfully to the deck furnishing—and are altogether a luxurious necessity.

We have special Waterproofed Coverings for such work as this. Some also simply treated to shed water. All fabrics usual in a full assortment of colors.

"OURSTET-SPECIAL" CUSHIONS.
Corduroy Plush Covering,
$1.50 per square foot.

Delaware & Hudson Canal Company, Albany, N. Y.

C. D. Hammond, Gen'l Agent.

Messrs. Ostermoor & Co. February 23, 1904.

Gentlemen:—Seventeen years ago I purchased two Ostermoor Mattresses which have been in constant use since that time. They have given entire satisfaction, and are stilll in good condition.

17 years' constant use with entire satisfaction and still good.

I should at this time purchase none but Ostermoor Mattresses if I had occasion to add new, as I think them the very best obtainable.

I also purchased a new set of Ostermoor Cushions for the Methodist Church, of Slingerland, N. Y., at the same time, and these have also given entire satisfaction, are still in use and in good condition.

Yours truly,

C. D. HAMMOND

Riverhead, N. Y.

March 1, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—My experience during the past fifteen years with Ostermoor Mattresses and Cushions goes to prove all that you claim for durability and elasticity. They are undoubtedly of the first quality and greatly to be commended.

15 years' experience. Proves all our claims. Just as good as new.

They show no sign of packing down or becoming hard and bunchy as hair does, but are just as comfortable today as when new. No hair mattress for me hereafter. I consider my Ostermoor is worth its weight in gold.

Faithfully yours,

ROBERT WEEKS,
Archdeacon of Suffolk.

Lutheran Theological Seminary, Mt. Airy, Philadelphia, Pa.

Rev. Henry E. Jacobs, D.D., Dean.

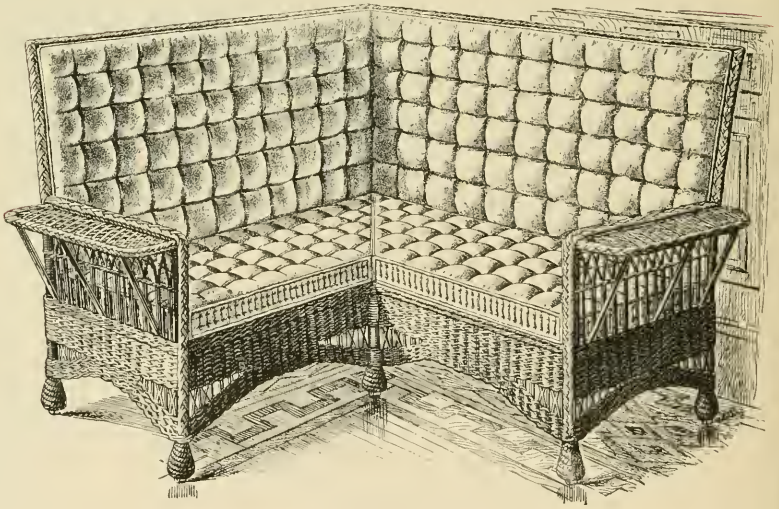
January 17, 1900.

Messrs. Ostermoor & Co.

Dear Sirs:—I take great pleasure in stating that the Ostermoor Mattresses and Cushions in the Seminary have worn very satisfactorily, and stood the test of our fifteen years' constant use most admirably. We heartily endorse their use.

Sincerely yours,

HENRY E. JACOBS



CORDED-EDGE CUSHIONS—SQUARE TUFTS.

See Price List, page 105.

CUSHIONS OF ALL KINDS—sizes and shapes—for all purposes—are simply incomparable with Ostermoor filling, and made in the Ostermoor way.

They are always soft—always shapely—dust-proof—moth-proof—vermin-proof. They will never mat or pack down as hair will, and are practically unwearoutable. Ostermoor Cushions add inexpressibly to the comfort, ease and beauty, and artistic furnishing of the home.

The above is a most happy example—Corduroy Plush Covering—"Ourstet" Special style, $1.50 per square foot.

Norwich, Conn.

Messrs. Ostermoor & Co. 19 Lincoln Ave., January 8, 1902.

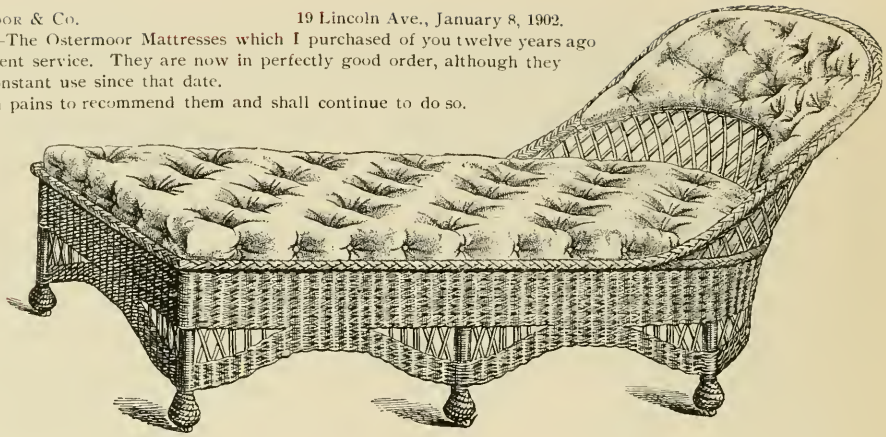
Dear Sirs:—The Ostermoor Mattresses which I purchased of you twelve years ago have done excellent service. They are now in perfectly good order, although they have been in constant use since that date.

I have taken pains to recommend them and shall continue to do so.

Very truly yours,

IRENE WEIR

12 years' excellent service. Perfectly good order today.



"OURSTET-SPECIAL" CUSHION.
Corduroy Plush Covering, $1.50 per square foot.

Chicago Theological Seminary, Chicago, Ill.

81 Ashland Boulevard, March 1, 1902.

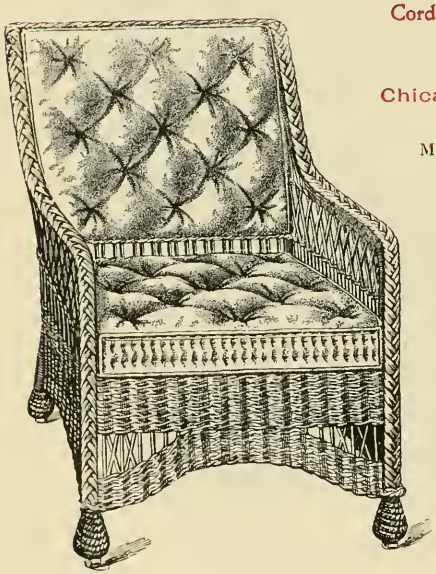
Messrs. Ostermoor & Co.

Gentlemen:—Twelve years ago we furnished our dormitory building with over one hundred Ostermoor Mattresses. They have been in constant use since that time, and to all appearances are just as good as when purchased. Our students all speak in the highest terms of their comfort, and I have had numerous inquiries from many desiring to furnish their homes with Ostermoor Mattresses and Cushions. I have used them in my own home, also five of my friends in their own homes, during the past ten years, and we would not exchange them for the best hair mattress.

Yours truly,

H. W. CHESTER
TREASURER

12 years old, good as new. Would not exchange for best hair.



CORDED-EDGE CHAIR CUSHIONS.
Price List, page 105.

Tufts College, Mass.

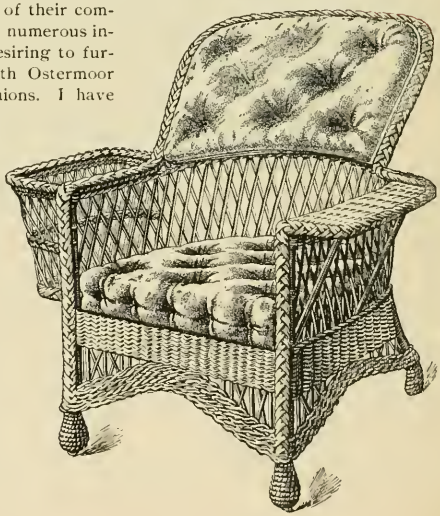
Messrs. Ostermoor & Co. March 5, 1904.

Gentlemen:—The Ostermoor Mattresses and Cushions which I purchased of you seventeen years ago have given perfect satisfaction. They are in excellent condition today.

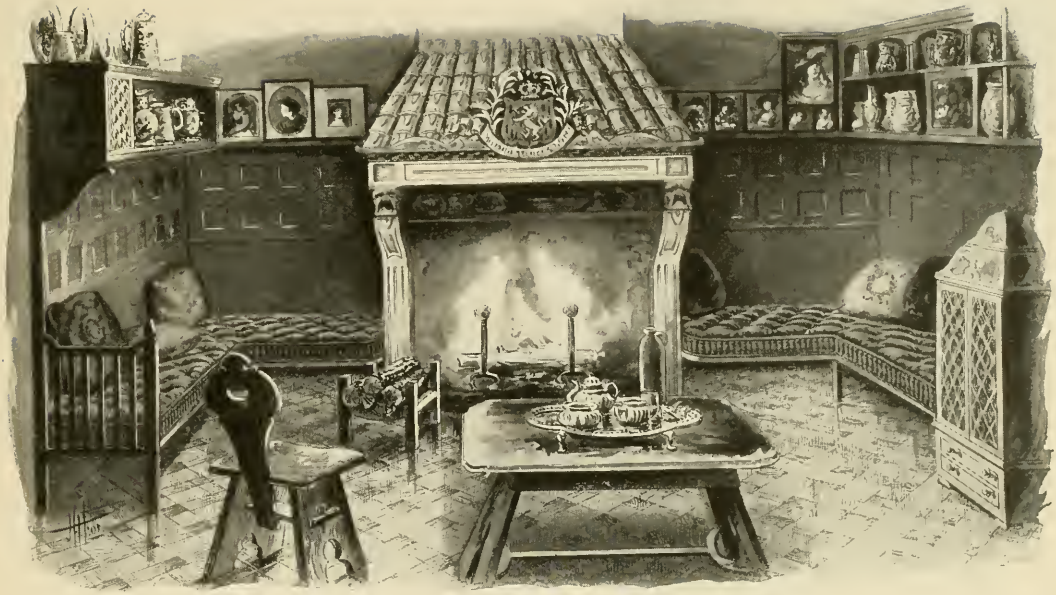
Very respectfully,

E. H. CAPEN

17 years' satisfactory service. In good condition today.



"OURSTET-SPECIAL" CUSHIONS.
Corduroy Plush Covering,
$1.50 per square foot.



CUSHIONS are invaluable adjuncts in the furnishing of a room, and richly enhance the total quality of the decorative scheme.

A cushioned seat dignifies and individualizes the effect of a room. Such a room invariably lives in one's memory as cozy, inviting and homelike—providing cushions are shapely, soft and comfortable, fit well and look well, as Ostermoor Cushions always do. *See Price List, page 105.*

Charles H. Shepard, M. D., Brooklyn, N. Y.

Messrs. Ostermoor & Co. 81-83 Columbia Heights, March 6, 1904.

Gentlemen:—We are so well satisfied with the Ostermoor Mattresses aud Cushions, which have been some seventeen years in use, have cost nothing for repairs and yet are about as good now as when they first came.

We shall never buy anything but Ostermoor.

Very respectfully,
CHAS. H. SHEPARD

Will buy no other. Used 17 Years. Good as new.

J. Hull Browning, New York City.

Messrs. Ostermoor & Co. 199 Chambers St., September 10, 1903.

Gentlemen:—There is no question in my mind but that Ostermoor Mattresses are the best obtainable, and better in every way than hair.

Ostermoor Cushions are fully as good, as I have proven during many years' use (twenty), and hence you secured the order to cushion the Church of the Heavenly Rest throughout.

Yours truly,
J. HULL BROWNING

Best obtainable. Better than hair in every way.

Closed.

OSTERMOOR COUCH-CHAIR.

Old English Oak, Flemish Finish, with Three Reversible Imperial Edge Corduroy Plush Covered Cushions. Cost complete, $37.50.

Closed, a Morris Chair: Seat, 22 inches by 25 inches.
Open, a Couch: 22 inches by 6 feet.

Seat and Back Cushions only, $18.50 per set.

Godard & Bond, Mayville, N. Y.

Messrs. Ostermoor & Co. April 2, 1904.

Gentlemen:—In 1878 I purchased of you Cushions for the pews of the M. E. Church. They are as good today as the day they came, except the covers have faded, but they have kept their shape perfectly, and are soft and comfortable.

The Ostermoor Mattress I purchased the same time for myself has been in constant use for twenty-six years, has never been even re-covered, is exceedingly comfortable, stands up good and square, having kept its shape wonderfully, and is in all respects as good as new, excepting the covering I think now needs replacing.

The Ostermoor is certainly most meritorius.

Yours very respectfully,

A. H. GODARD

Sherburne, N. Y.

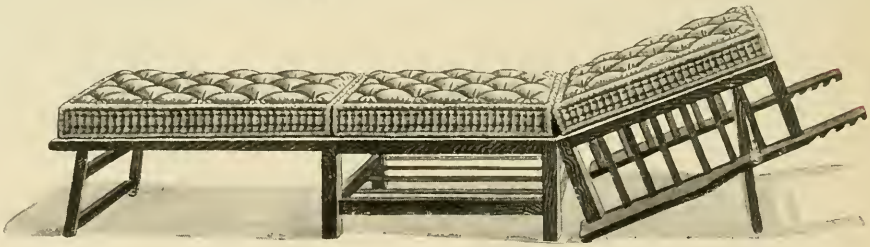
Messrs. Ostermoor & Co. April 4, 1904.

Gentlemen:—No money could buy my Ostermoor Mattress if I could not get another. It is just as good as the day it came, four years ago. No one can possibly imagine the comfort of an Ostermoor Mattress until they try one.

I have been a cripple for twenty-two years, sometimes confined to my bed for months. Have not walked for over fifty-three months now, and I have used the Ostermoor Mattress every day, doing all my book work, and correspondence on my bed. The Mattress has had hard usage, and yet it is just as comfortable today as when I first got it.

Yours very truly,

ARTHUR G. CROWELL



Ostermoor Couch-Chair, Open.

Nagle & Nagle, Attorneys, Clarion, Iowa.

Messrs. Ostermoor & Co. April 11, 1904.

Gentlemen:—The Ostermoor Mattress has been in constant use for over eight years, and is as good now as the day I bought it. It has not matted a particle, and all I have ever done to it was to give it a sun bath once in a while. If I could not get another, I would not part with it for many times the cost.

Can say the same of the window seat Cushion I purchased last year, which has proven entirely satisfactory, and much complimented by friends.

Yours very truly,

J. E. NAGLE

Warren, Ohio.

Office of Henry B. Perkins, Trumbull County.

Messrs. Ostermoor & Co. March 7, 1904.

Gentlemen:—We have been using Ostermoor Mattresses and Cushions for more than seventeen years. They are still in use and giving us entire satisfaction, and seem as good as when we received them.

We prefer Ostermoor Mattresses to the best quality of hair or any other mattress we have ever used. Your Cushions are perfection in every way: their beauty, shapeliness, utility and durability and comfort are simply wonderful.

I am pleased to testify to the above, and cannot say too much of their merits, for we deem them fully worthy of the warmest praise.

Very truly yours,

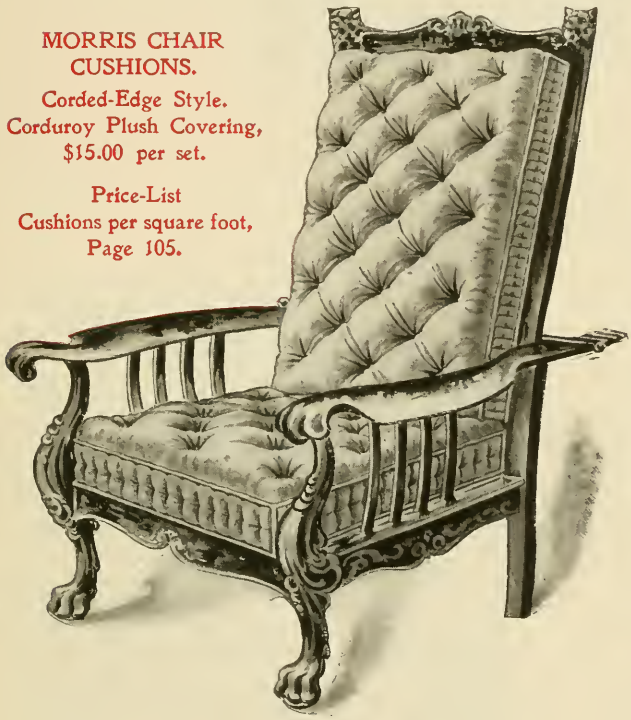
(Mrs.) H. B. PERKINS

Preferred to best hair after over 17 years. Entire satisfaction.

MORRIS CHAIR CUSHIONS.

Corded-Edge Style.
Corduroy Plush Covering,
$15.00 per set.

Price-List
Cushions per square foot,
Page 105.



Hartford, Conn.

76 Garden St.,
March 6, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—I gladly add my little word to the great volume of praise which your Ostermoor Mattresses and Cushions have so universally and justly received.

I first purchased one of these mattresses of you twenty years ago, and this and my later purchases have proved entirely satisfactory, and we are to-day enthusiastic over their unquestioned comfort, excellent quality and endurance.

Surely the name of Ostermoor represents all that is best in Mattresses and Cushions.

Very truly yours,

JAMES GOODWIN

20 years' use. Enthusiastic over their comfort and excellent quality.

Rev. J. F. Loba, First Congregational Church, Evanston, Ill.

Messrs. Ostermoor & Co. March 27, 1904.

Gentlemen:—We have used two Ostermoor Mattresses for some twelve years with perfect satisfaction. They are light, durable, soft and more comfortable than anything we have ever tried. Shall try no other, as these are just what we like. I use one myself and would never sleep on any other.

Your Cushions in our church are, if that is possible, even better than your Mattresses.

I am very truly yours,

J. F. LOBA

Would never sleep on any other. Better than anything else during 12 years' use.

OSTERMOOR PILLOW-CUSHIONS.

Gathered Corners,

24 inches square,
6 inches thick.

Covered with

Denim or Mercerized Art Twills, $4.00 each.
Fabrikoid, $5.00 each
Corduroy, $5.50 each.
Imitation Spanish Leather, $6.50 each.

Cornell University, Ithaca, N. Y.

Department of Mathematics.

April 2, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—The Ostermoor Mattresses purchased from you some years ago are perfectly satisfactory in every possible way, and were we in need of more would buy Ostermoor only.

Very truly yours,

J. H. TOWN

Would use Ostermoor only.

The Pullman Company, Chicago, Ill.

F. C. N. Robertson, Auditor.

April 2, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—In all my experience I have never slept on any bed that approaches the Ostermoor Mattress in merit. It is the acme of luxury. I never had so comfortable a bed.

Very truly yours,

F. C. N. ROBERTSON

Acme of luxury. None so luxurious.

Soldiers' Home in Mass.

Richard R. Foster, Adjutant.

Chelsea, Mass., April 4, 1904.

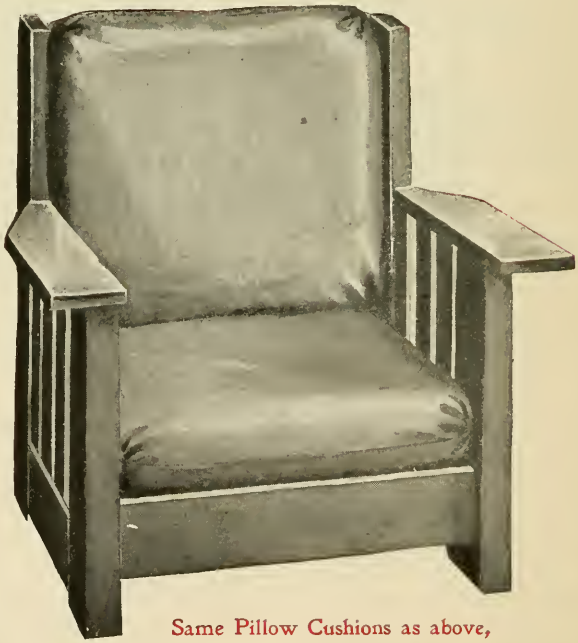
Messrs. Ostermoor & Co.

Gentlemen:—We have summered and wintered on Ostermoor Mattresses for the past four years, and they are just as good as new. We find them comfortable both in sickness and health, in hot weather and cold, and I do not believe there is, or can be, a better mattress made. I would not buy any other kind.

Very truly yours,

RICHARD R. FOSTER

In summer or winter, sickness or health none better.



Same Pillow Cushions as above, 26 inches square, 75c. extra.

2a Calle De San Francisco, Apartado 34 B, Mexico City, Mexico.

Messrs. Ostermoor & Co. April 13, 1904.

Gentlemen:—I think the Ostermoor Mattress is the best on earth. I have been using one for over two years, and it is simply perfection in every respect. Never mats, is soft and delightful, sleeping on same is like resting on sea foam or the downy billows of a cloud.

The Mexican tariff of twenty cents per pound is too high to permit of my importing one of your beautiful Divans at this time. Yours sincerely,

L. F. GERNHARDT

CHAIR CUSHION.
Corduroy Plush, Square Tufting, Denim Bottom, $6.50 each.

Citizens' State Bank, North Topeka, Kansas.

Messrs. Ostermoor & Co. June 16, 1903.

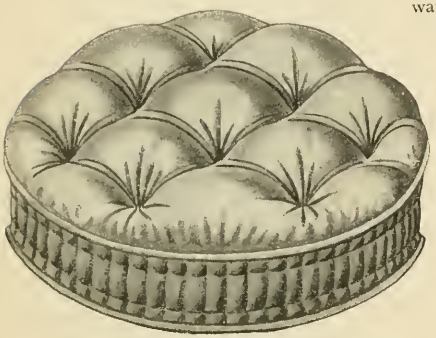
Gentlemen:—During our flood, the two $15.00 Ostermoor Mattresses I bought of you four years ago were in the water for over a week. They floated with the bedding on them, and never even soiled the bed-clothes.

Although very comfortable, I find the water has soaked into the mattresses along the edges. I am not kicking about the mattresses, for I like them very much, but there must be something surely wrong when the water soaks into the edges. What can you suggest?

Respectfully,

E. S. GRESSER

We offered to renew at half cost, and yet he kicks.



CHAIR CUSHION.
Fabrikoid Covering, Duck Bottom, $6.00 each.

Cliff Paper Company, Niagara Falls, N. Y.

Messrs. Ostermoor & Co. April 4, 1904

Gentlemen:—The Ostermoor Mattresses purchased from you some six years ago are proving all you claim, and entirely satisfactory in every possible way.

We are so well satisfied we will never use any other kind. Yours very truly,

ARTHUR C. HASTINGS

Would use no other kind.

Shanghai, China.

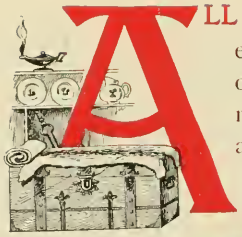
Messrs. Ostermoor & Co. March 24, 1904.

Gentlemen:—Ostermoor Mattresses have proven particularly pleasing and comfortable to myself, and thoroughly satisfactory in every respect, as is shown by my several orders of both mattresses and bedsteads which I have had shipped to this far away point.

Yours very truly,

(Rev.) BROWNELL GAGE

CHAIR CUSHION.
Repp Covering, both sides alike. $5.00 each.



ALL SORTS OF CUSHIONS for Cozy Corners, Chairs, Divans, etc., etc., are most luxurious and exceedingly enduring, built of Ostermoor Filling in the Ostermoor way. They will not mat or pack, but preserve their lines and shapeliness indefinitely, and there being no friction with this evenly elastic filling, covering wears twice as long, so that they are most economical. Moth proof. Dust proof too!

WINDOW SEAT CUSHIONS.
"Ourstet" Double-Rolled Edge.
See Price List, per square foot, page 105.

Henry Bullard, Middletown, Conn.

Messrs. Ostermoor & Co. 71 Washington St., March 19, 1901.

Gentlemen:—My experience with Ostermoor Mattresses and Cushions has proven they are all you claim for them in every particular. I am sleeping on an Ostermoor daily, and have been for ten years past, with the greatest possible satisfaction.

Proven all you claim during 10 years. Are giving the greatest possible satisfaction.

They are softer than hair, very evenly elastic, and do not mat or pack, or form in lumps and hollows as hair does.

My wife has recommended them to her friends and neighbors who have since bought them of you, and are very much pleased.

The Ostermoor Mattresses and Cushions that you furnished for my steam yacht were more than satisfactory.

Yours very truly,

HENRY BULLARD

Lord, Owen & Co., Chicago, Ill.

Messrs. Ostermoor & Co. 72 and 74 Wabash Ave., May 6, 1902.

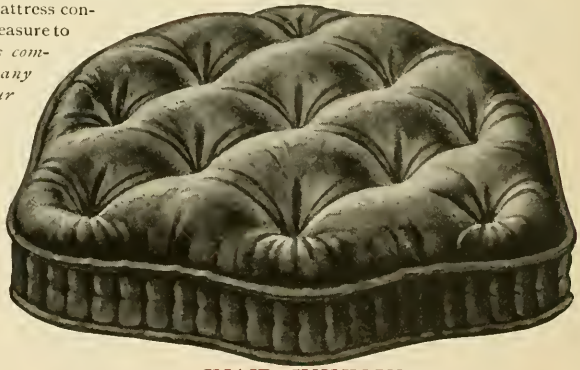
Gentlemen:—About ten years ago I was induced to give the Ostermoor Mattress a comparative trial with a first-class curled hair mattress, which was the best that money could buy. I have used your Mattress constantly ever since, and it gives me much pleasure to state that I find it to be *in all respects as comfortable, agreeable, and as satisfactory as any mattress that I have ever used, and your claims as to its wonderful merits and superiority over all others, I believe, are fully sustained.*

Better than the best hair money can buy. Superior to all others, although 10 years old

I would further state that I have not only observed, but experienced the desirable points of your Seat Cushions both in church and at home, those you made for me being fully as satisfactory as the Mattress in all particulars.

Respectfully yours,

THOMAS LORD



CHAIR CUSHIONS.
Corduroy Plush Covering, both sides alike, $7.00 each.
(Minimum Cushion charge is 4 square feet.)

Price List

Ostermoor Cushions are all hand-laid sheeted filling, closed and sewn within covering entirely by hand.

Uniform, softness, perfect fit, and preservation of shape Ostermoor Cushions absolutely guaranteed.

OSTERMOOR CUSHIONS

Made in either "Ourstet" or "Corded-Edge" Style.

Cost Complete, three inches thick, any shape desired, covered with

Duck or Ticking .	$1.00 per square foot.			Corduroy Plush .	$1.35 per square foot.		
Denim . . .	1.15	"	"	Pantasote . .	1.40	"	"
Mercerized Art Twills	1.15	"	"	Fabrikoid Leather	1.40	"	"
Repps . . .	1.20	"	"	Velour . . .	1.50	"	"
Mohair Damask .	1.25	"	"	Mohair Plush .	1.70	"	"
Corduroy . .	1.30	"	"	Hand-Buffed Leather	1.75	"	"

The minimum Cushion charge is 4 square feet.

Bottom of Cushion in Denim to match color of Covering, 10 cts. extra per square foot.

Cushions with Imperial Borders, as illustrated, page 100, 25c. extra per square foot.

"Ourstet Special" Style tufted edges, as illustrated, pages 96, 97, 98, 25c. extra per square foot.

Recent test of the wonderful floating quality of the Ostermoor Mattress.

S. S. Princess Victoria, Canadian Pacific Railway Co., Victoria

MESSRS. OSTERMOOR & CO. March 24, 1904.

GENTLEMEN :—According to instructions from the Superintendent of the Canadian Pacific Company's Coast Service, I supervised a severe test of the flotation qualities of the Ostermoor Mattress.

S. S. Princess Victoria.

Its buoyancy as a life saving appliance has established itself fully, and we prefer it for safety's sake, to the cork belts which the Passenger Act calls for, deeming it far more serviceable.

One of the single size Ostermoor Mattresses supplied to the S. S. Princess Victoria, was thrown overboard at nine o'clock A. M. A small board was on same, and a bucket containing 160 pounds of sand—dead weight was added.

After floating over four hours, the entire depth of the mattress was almost entirely clear of the water. When I got on it myself (as I weigh 180 pounds) the mattress supported an entire weight of 340 pounds, and was even then but *partially* submerged.

The mattress was left floating in the water with the 160 pounds of sand upon it, until three o'clock the following day, and during the entire thirty hours it floated clear of the water, and when taken out, it was found that only the outer surface, of the outer sheets, were but slightly wet.

This test was a proven success in every particular, and permit me to say that, during the twenty-two years I have followed the sea, having some knowledge therefore of the value of life saving appliances, I have never yet seen so remarkable a retention of buoyancy.

It may interest you to know that during the test I paddled around the harbor on the Ostermoor Mattress for several hours, with a bucket of sand and a board to stand on.

Trusting also that the photograph I send you under separate cover, taken during the test, may prove of interest,

I am, faithfully yours,

C. D. NEROUTSOS,
FIRST OFFICER, S. S. PRINCESS VICTORIA

Photographed during actual test.

BUOYANT MATTRESSES.

[*Extract from the* DAILY TIMES, *Victoria, B. C.*]

"The Princess Victoria, which is expected to go on the regular run again about April 1st, will carry an additional life-preserving outfit by reason of being supplied throughout with the celebrated Ostermoor mattress in all the sleeping apartments.

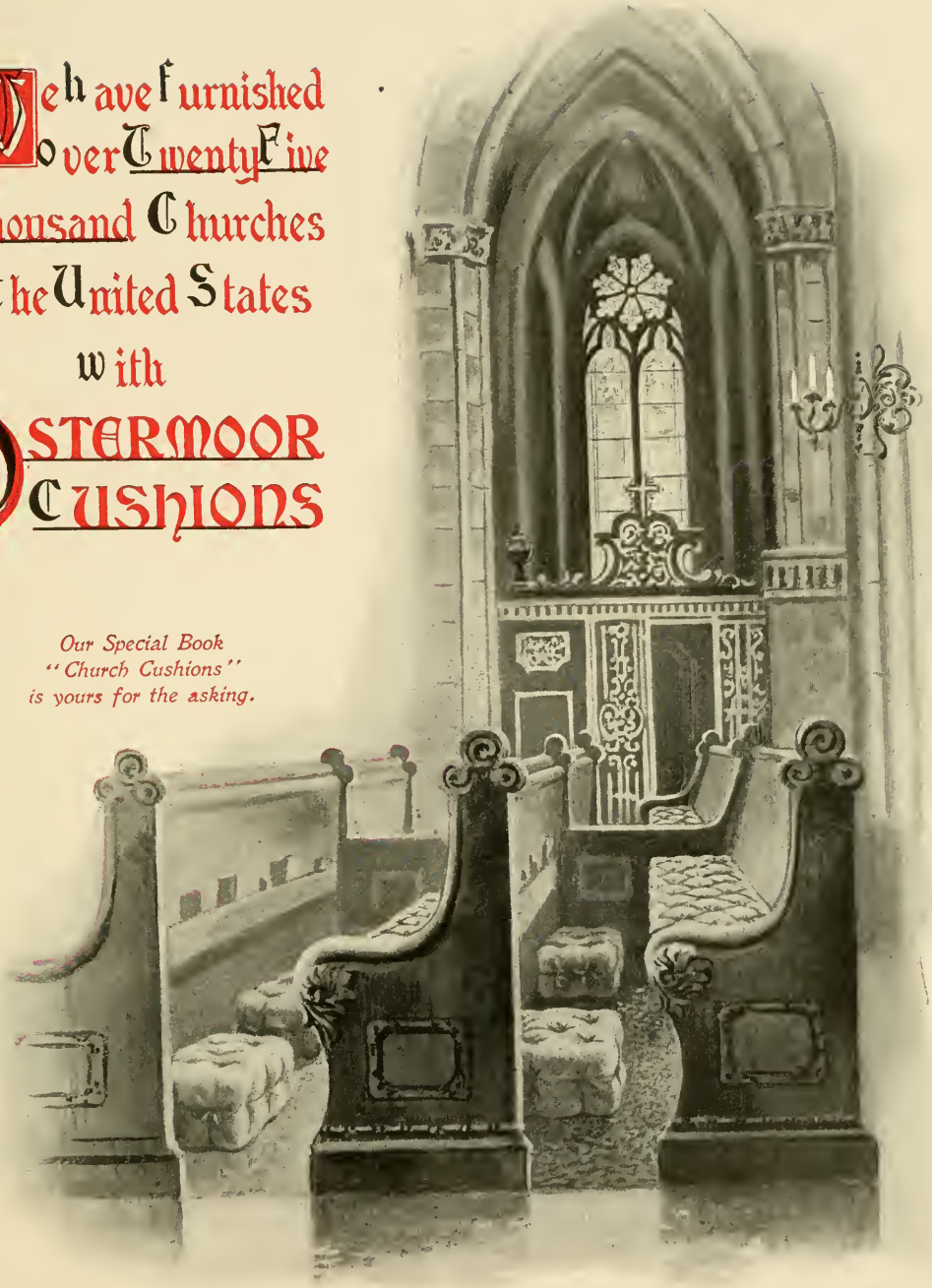
"These come to the company guaranteed to be capable of sustaining a heavy weight in the water. They are impervious to water, the Ostermoor filling being especially adapted to make it buoyant. A test was made on Thursday night in the inner harbor with one of the mattresses. It was thrown into the water, and easily sustained a man's weight with 160 pounds of sand in addition. It is calculated by those in charge that the mattressess would each bear up the weight of four men.

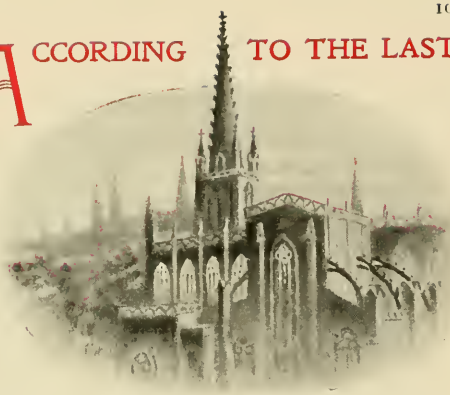
"The test was being made of the time during which they would withstand the water. After being immersed about two days, no change could be noticed in their buoyancy. They will form no inconsiderable addition to the comfort and life preserving outfit of the ship."

DAILY TIMES, VICTORIA, B. C., MARCH 12, 1904.

We have furnished over Twenty Five Thousand Churches in the United States with OSTERMOOR CUSHIONS

Our Special Book "Church Cushions" is yours for the asking.





ACCORDING TO THE LAST CENSUS there are 118,153 complete Church edifices in the United States, including all but the Jewish and Roman Catholic denominations. This number, of course, also includes Chapels, Sunday Schools, etc. Catholics never cushion their pews, except in rarest instances; and we have done but very little for the Jewish Synagogues. Excluding these, also the Chapels and Sunday Schools, we find there are not quite 100,000 complete Church Auditoriums, probably less than 75,000 of which are furnished with cushions. Ostermoor Cushions are in use in over one-third of these—the twenty-five thousand we have furnished being really all of any prominence. The Calvary Baptist Church, New York City, was one of the first we furnished, in 1853, and the cushions have seen fifty-one years' constant service, and yet are as good today for as many more. The pastor, Rev. Dr. R. S. MacArthur, says:

Calvary Baptist Church, New York.

Messrs. Ostermoor & Co. March 24, 1904.

Dear Sirs:—It gives me much pleasure to say that the Ostermoor Cushions put by your company into the Calvary Baptist Church *fifty-one years ago are still in most excellent condition, and I can very heartily recommend them.*

Heartily recommended. After 51 years' constant use certainly as good as new today.

They still retain their elasticity, and are free from moth and vermin of every sort.

They have preserved their shape better, and are, in my judgment, in every way more desirable than cushions made of any other material offered to the public.

The cushions were put in the church long before I became a preacher. Of their present condition I can judge. In regard to the length of time they have been in use, and the satisfaction they have universally given, the officers of the church are my authority.

We found the cushions, after so many years' constant use, in such good condition that upon going into our new church we had you recover them, and they are today certainly as good as new.

Very respectfully,

R. S. MacARTHUR, D. D., Pastor

A photographic reproduction of one of these Ostermoor Cushions after over fifty years of service a record of which we are exceedingly proud. This cushion is on exhibition in our show rooms today.

PROBABLY THE MOST NOTABLE EXAMPLE of the truly marvelous endurance and longevity of Ostermoor Cushions is to be found in All Souls' Church, 4th Avenue and 20th Street, New York City. These Cushions—made by us in 1855, are 49 years old today—have never as yet been recovered, nor have they had any repairs whatever during all these years, other than the necessary replacing of a few tufts, and sewing up rips, in Damask covering, that is now worn with age and badly faded, but are in such perfect shape today, and possess their original elasticity to such an extent as seems almost incredible, after forty-nine years of constant service.

See testimonial given us in 1881, by the Rev. Dr. H. W. Bellows, at that time pastor of church; and then read the one given by the Rev. Dr. Thos. R. Slicer, the present pastor, after a lapse of twenty-three years.

All Souls' Church, New York City.

Messrs. Ostermoor & Co. June 7, 1881.

Dear Sirs:—I am happy to say the Ostermoor Cushions placed in our church by your company twenty-six years ago are in excellent condition at this date, still elastic, and apparently likely to outlast most of those who sit upon them.

I have recommended the Ostermoor Cushions to many churchbuilding committees as cheaper, better than all others and free from dangers from moth, or tendencies to mat or lose elasticity.

Respectfully yours,

H. W. BELLOWS, D. D.,
Pastor

156 E. 38th St., New York.

March 4, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—You may add to the testimonial given you by Dr. Bellows, that those Ostermoor Cushions are still in use and in good condition today.

The sexton states that no repairs whatever have been made during the eighteen years he has been with the church, excepting to put in a few new buttons and sewing up the rips in Damask covering.

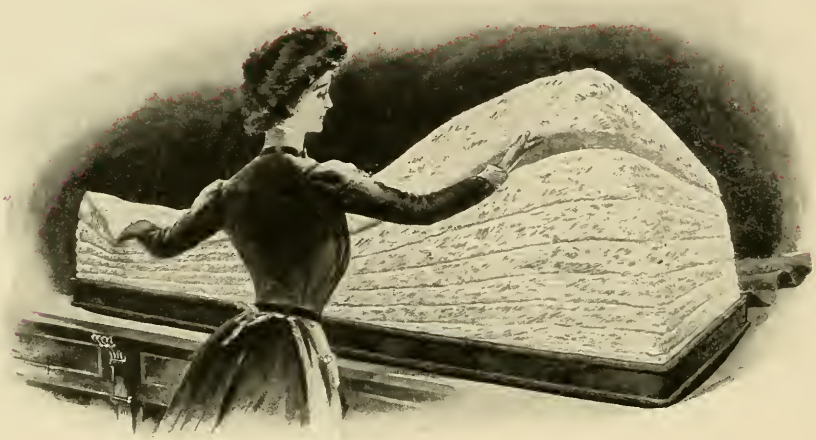
This gives you a complete record of forty-nine years, and certainly makes an excellent showing of remarkable longevity.

Yours sincerely,

THOS. R. SLICER,
Pastor All Souls' Church

Interior of All Souls' Church, March 1904, showing condition of these Cushions after 49 years' of service.

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Cushions.



Copyright 1897, Ostermoor & Co

Trade Mark—Registered.

Mode of building up the Ostermoor sheets in open covering by hand, a dainty method of building Cushions that guarantees accuracy in weight, thickness, and uniform elasticity.

The method of *building* Ostermoor Cushions is most unusual, and far different from the usual *stuffing* of every other Cushion ever made. Cushion Covers are all cut and daintily finished, complete in every particular, with lining basted to cover to prevent friction, and all seamed together on the heavy duck used for bottom, which is left open the entire length of one side and both ends, like the lid of a box or trunk.

Into this box-like cover the Ostermoor Sheets are hand-laid, one over the other, by carefully calculated weight per square inch, until the desired thickness be obtained, and then by gentle, even pressure, the whole is incorporated into one sheet of uniform thickness, and enclosed within the already completed covering entirely by hand sewing across the two ends and one entire side.

South Congregational Church, Springfield, Mass.

Thirty years old. Retain shape and elasticity most remarkably.

Messrs. Ostermoor & Co. October 15, 1900.

Gentlemen:—It affords me pleasure to state that the Ostermoor Cushions which have been in use in the South Congregational Church for nearly *thirty years are still in excellent condition*, and probably *will remain so for many years to come. They retain their shape and elasticity remarkably*, and show no signs of wear whatever.

Yours truly,
H. C. ROWLEY, Chairman Parish Committee

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Cushions.

Trade Mark—Registered.

Copyright 1897, Ostermoor & Co.

Showing the dainty Ostermoor sheets evenly built in place, and being compressed within the completed covering entirely by hand sewing, across both ends and the entire back.

By this *building* only is it possible to secure that absolute uniformity in the distribution of elasticity which Ostermoor Cushions possess ; every square inch exactly duplicates each other, and guaranteed accuracy of both thickness and width is assured. The surface of filling being even, and the covering tightly drawn and basted to lining, prevents friction, and wears much longer than ordinarily.

Compare our exceptional method with the usual manner of *stuffing* Cushions, that means making a simple sack or bag, leaving but one end open, stuffing filling into same in a haphazard fashion, which quickly sewn up, and as quickly tufted, depending entirely upon tufts for shape, making at best an uneven Cushion that is bound to mat and pack. Ostermoor Cushions never mat or pack—never spread—lump or become uneven.

First Universalist Church, Providence, R. I.

11 Euclid Ave., March 24, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—I did not reply at once to your letter of inquiry concerning the Ostermoor Cushions you put in my church, because I desired to speak with members of my parish concerning them.

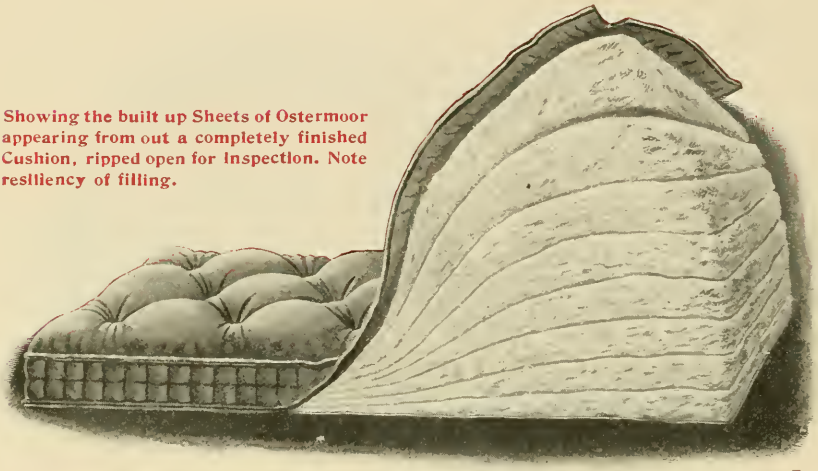
The Cushions have given entire satisfaction. The best evidence of their durability is the fact that nobody has suggested that they need renewal, and it will be thirty-two years next fall since the church was built and the Cushions put in.

Very sincerely yours,

HENRY IRVING COSHMAN, PASTOR SINCE 1875

Have given entire satisfaction for 32 years.

Illustrating the Distinctive Art and Superior Workmanship of Hand-Laid Sheeted Filling and Hand-Sewed Closing of the Ostermoor Cushions.



Showing the built up Sheets of Ostermoor appearing from out a completely finished Cushion, ripped open for Inspection. Note resiliency of filling.

Copyright 1897, Ostermoor & Co.

Trade Mark—Registered.

The Corded-Edge Cushion is the standard of its class, and just such as we have been making for the past forty-nine years, but showing all the wonderful improvements we have made in the art during these many years' experience. A very square and shapely Cushion of unbroken outline, lying perfectly flat upon the pew seat, and swelling above cords. Made with a boxed-edge border and

Corded-Edge Cushion. Corduroy Plush Covering.

Copyright 1897, Ostermoor & Co.

lined throughout with heavy cotton cloth; bottomed with eight-ounce duck; covering all in one piece, from underside or facing of front edge to bottom of back; tightly basted to lining to prevent friction. All edges corded and sides stitched through and tufted in eight-inch diamonds with four-inch breaks. Uniform thickness throughout both front and back.

St. Mark's P. E. Church, Brooklyn, N. Y.

Better than hair. 29 years old, excellent condition.

Messrs. Ostermoor & Co. St. Mark's Rectory, January 20, 1898.

Dear Sirs:—It gives me pleasure to say that the Ostermoor Cushions furnished St. Mark's Church twenty-nine years ago today are still in excellent condition, and have given good satisfaction.

I do not perceive that they have matted down or failed in every respect to wear better than hair; and are free from dust and moth. Very respectfully yours, S. M. HASKINS, Rector

Ostermoor Church Cushions.

Photographic reproductions of Ostermoor Cushions of our original designs.

Copyright 1897, Ostermoor & Co.

"Ourstet"
Rolled-Edge Cushion
Diamond Tufting
Corduroy Plush Covering

Design Patent applied for.

The "Ourstet" Rolled-Edge Cushion is an entirely new, original design—exclusively our own, which we have arbitrarily named, superior even to, and an improvement upon, the Corded-Edge Cushion. It is the acme of art in cushion-making, and we have applied for design patent upon same.

It possesses unusual features, covering being all in one piece, unbroken by cords or seams, nothing to rip or wear, has an unusually thick, high front, with a *double-rolled edge*—especially desirable for circular pews, and being less thick in back, has a decided pitch which adds wonderfully to comfort and durability—only evolved by us after 51 years' constant study of the requirements of the art in making Ostermoor Perfect Church Pew Cushions.

"Ourstet"
Rolled-Edge Cushion
Diamond Tufting
Super-Extra Mohair Damask Covering.

Design Patent applied for,

Flemington Baptist Church, Flemington, N. J.

Messrs. Ostermoor & Co. March 5, 1904.

Gentlemen:—I am pleased to testify to the *undoubted excellence* of the Ostermoor Cushions you placed in the Flemington Baptist Church in 1867, and which you simply recovered in 1889. They are today in *excellent order*, and giving us perfect satisfaction, and we feel quite sure are as *good as new today, after thirty-seven years of service.* Yours truly,

HOWARD SUTPHIN, Treasurer since 1880

Undoubted excellence. Good as new today, after 37 years of service.

Ostermoor Church Cushions.

Photographic reproductions of Ostermoor Cushions of original designs.

Copyright 1897, Ostermoor & Co.

Corded-Edge Cushion
Square or Biscuit Tufting
Corduroy Plush Covering

Especially made for St. Agnes' Chapel, Trinity Church Corporation, New York City.

First Baptist Church, Hartford, Conn.

Although over 49 years old, still in good condition. Would use no other.

Messrs. Ostermoor & Co. Hartford, Conn., October 19, 1900.

Gentlemen:—*Forty-nine years ago* we bought of you the Ostermoor Cushions for the First Baptist Church of this city. *They are still in use and in good condition*, and so well satisfied are we with their remarkably long wear that if we were to have more we would without hesitation again use Ostermoor *in preference to hair* or any other material.

Very respectfully yours,
JAMES L. HOWARD, Pres't

Corded-Edge Cushion
Diamond Tufting
Special
Satin-Finish Mohair
Damask Covering

Copyright 1897, Ostermoor & Co.

Frank Street M. E. Church, Rochester, N. Y.

First class, although in constant use for 46 years. Apparently as good as new.

Messrs. Ostermoor & Co. November 15, 1900.

Gentlemen:—The Ostermoor Cushions your firm furnished the Frank Street Methodist Episcopal Church in 1854 are still in use, and are still shapely, soft, elastic and pliable, although they have been in constant use ever since they were put in the church, forty-six years ago. They are apparently as good as new.

From this experience we can certainly recommend Ostermoor cushions as first class.

Very truly,
C. L. CRIFFITH, Chairman Board of Trustees

Ostermoor Church Cushions.

Photographic reproductions of Ostermoor Cushions of original designs.

"Ourstet-Special"
Rolled-Edge Cushion
Special Tufted Edges
Corduroy Plush
Covering

Copyright, 1897, Ostermoor & Co.

Design Patent applied for.

Strikingly new, rich and handsome. Especially made for Mr. Cornelius Vanderbilt, for St. Bartholomew's Church, New York City; and also for Mr. George Vanderbilt, for All Souls' Memorial Church; on his estate, Biltmore, N. C.

Copyright 1897, Ostermoor & Co.

Design Patent applied for.

"Ourstet-Special"
Kneeling Cushion
Matching the above Cushion
Unusual and Original.

Made any height or thickness; sixteen inches long, as here shown, or forty feet long for an Altar Kneeling Rail, for use without the step.

Jefferson Avenue Presbyterian Church, Detroit, Mich.

Messrs. Ostermoor & Co. March 20, 1904.

Gentlemen:—The Ostermoor Cushions you furnished our new Church have given entire satisfaction in every respect, are, of course, in first-class condition, and we are highly pleased with them.

This church can speak from experience of the enduring quality of Ostermoor Cushions, as the cushions in our old church were furnished by you in 1855, we using them constantly until church was torn down in 1893 (some thirty-eight years), they being then in very good condition. They were purchased by, and are in use at the present day, in the People's Congregational Church in this city.

Ostermoor Cushions have certainly proven to be all you claim in the way of durability and everlasting elasticity. We shall expect the new cushions, from the record of the old, to last for at least fifty years.

Yours very truly,

DE WITT H. TAYLOR, W. HOWIE MUIR,
JAMES H. McMILLAN, DE WITT LOOMIS, } Board of Trustees
JAMES T. SHAW,

ELISHA TAYLOR, R. O. WHEELER, H. P. CHRISTY,
L. E. CLARK, S. B. WIGHT, JAMES H. MUIR, } Elders

"Everlasting elasticity certainly proven." Cushions made 49 years ago for Jefferson Ave. Presbyterian Church and still in use.

Ostermoor Church Kneelers.

Photographic reproductions of Ostermoor Special Kneeling Pads made for St. Agnes' Chapel (small), and Church of St. Mary the Virgin (large).

Copyright 1897, Ostermoor & Co.

Corduroy Plush Covering.
Both Sides Alike.
Size 10x15 inches, 3 inches thick.

Christ Church, Cooperstown, N. Y.

Messrs. Ostermoor & Co. March 9, 1904.

Gentlemen:—The Ostermoor Cushions which you furnished for our church *thirty-three years ago* are still in excellent condition, having stood the "Test of Time" *far beyond our expectations.*

Yours very truly,

W. H. MERCHANT, Treasurer

In excellent condition after 33 years' use.

Kent Street Reformed Church, 143 Noble Street.

Brooklyn, N. Y., Feb. 15, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—The Ostermoor Cushions which you put in the Kent Street Reformed Church *more than thirty-three years ago are still in use* and in *very good condition indeed today.* The Church is ready to bear *unqualified testimony* as to *their durability* and the *extreme satisfaction* which they have given. Yours truly,

LEWIS FRANCIS, D. D., Pastor

Unqualified testimony. Wonderful durability. 33 years old. Still in use.

Copyright 1897, Ostermoor & Co.

Corduroy Plush Covering.
Both Sides Alike.
Size 8 x 13 inches, 1½ inches thick.

Church of the Ascension, West New Brighton, S. I.

Messrs. Ostermoor & Co. New York, March 15, 1904.

Dear Sirs: Let me add this *cordial testimonial* to the many you have received as to the *excellent service* we have had from the Ostermoor Cushions placed in our church pews some *thirty-three years ago.* They were simply recovered in 1896, and are today as *good as new.* "The Test of Time" is certainly in their favor.

Very truly yours,

PASCAL HARROWER, Pastor

Although 33 years old, good as new today.

Plymouth Congregational Church, Rochester, N. Y.

Messrs. Ostermoor & Co. November 26, 1901.

Gentlemen:—Your Ostermoor Cushions were put in our Church in 1855, were simply recovered by you in 1877, and now appear to be about as *good as new. They retain their shape and are all in good condition.*

After forty six years' constant use, they seem as good for as many more, judging from present appearance.

Yours truly,

WM. T. BROWN, Pastor

46 years of constant use. Still retain shape and good for as many more.

Ostermoor Church Kneelers.

Photographic reproductions of special Hassocks, with our special filling, combination of granulated cork and wood fibre, topped with Ostermoor sheets, making most solid, light and wonderfully durable Hassocks that keep their shape.

Emanuel Baptist Church, Albany, N. Y.

January 31, 1900.

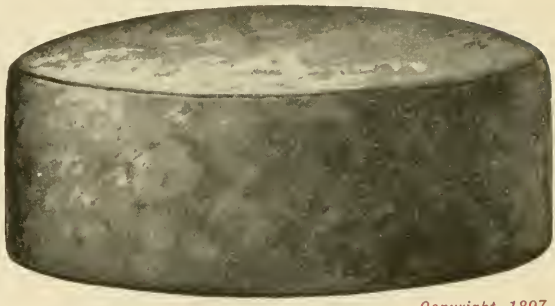
Messrs. Ostermoor & Co.

Gentlemen:—The Ostermoor Cushions have been in use in our church for *twenty-nine years* and are still in *most excellent condition, and very satisfactory indeed.* They *promise to last as long as the church building*, and certainly more than fulfill your guarantee.

Yours very truly,

WALLACE BUTTRICK

29 years old. In most excellent condition. More than fulfill guarantee.



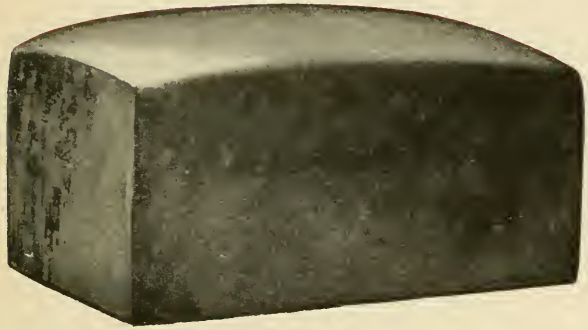
Copyright, 1897, Ostermoor & Co.

Oval Hassock

Corduroy Plush Covering

Size, 8½x15 inches. 6 inches high.

Copyright, 1897, Ostermoor & Co.



Square Hassock

Corduroy Plush Covering

Size, 9x14 inches. 6 inches high.

St. John's P. E. Church, Yonkers, N. Y.

February 12, 1902.

Messrs. Ostekmoor & Co.

Gentlemen: It affords me pleasure to say to you that we are greatly gratified with the appearance and *wonderful durability* of your Ostermoor Cushions and Hassocks you made for us in 1871, *thirty-one years ago*, and which you recovered in 1892 with your beautiful Corduroy Plush.

After thirty-one years constant use, Cushions are absolutely as *good as new.* Very truly yours,

W. H. PADDOCK, WARDEN

Wonderful durability after 31 years' constant use. Absolutely good as new.

Church of the Holy Communion, Philadelphia, Pa.

Messrs. Ostermoor & Co. February 14, 1904.

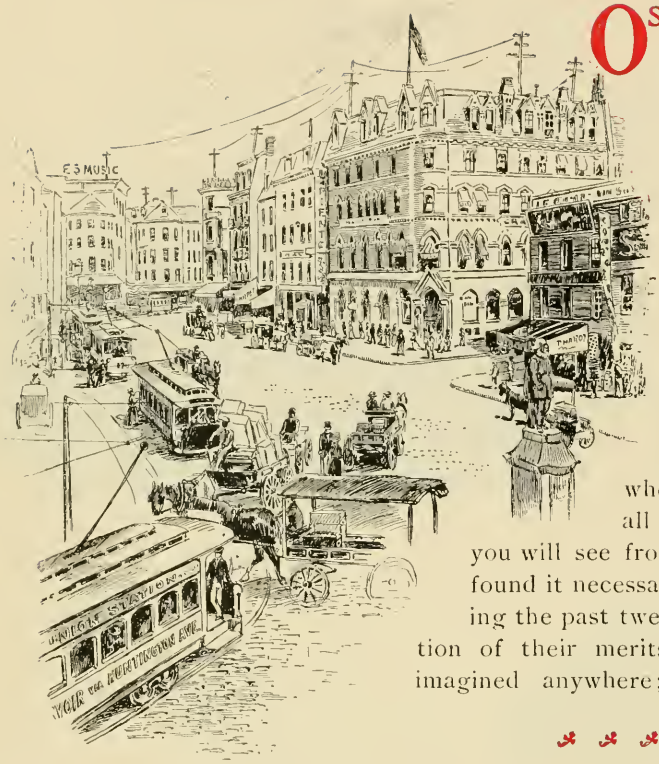
Gentlemen:—The Ostermoor Cushions, placed in the Church of the Holy Communion in this city *thirty-two years ago*, have given entire satisfaction, and I have no hesitation in recommending the same to others as the best thing I know for the purpose.

Not a cushion is in the least matted down, and I cannot see that they have in any particular depreciated from what they were when new.

Can also say the same of Ostermoor Mattresses, which I have been using about the same number of years. *They are really wonderful.* Very respectfully,

JOSEPH A. SEISS, D.D., PASTOR

32 years old. Have never depreciated. They are wonderful.



OSTERMOOR CAR CUSHIONS

have been adopted and used for many years by many of the most prominent Street Railway Lines of the United States, as the most satisfactory in every respect. They are dust-proof, a most essential feature, and possessing marvelously enduring elasticity, they never mat or pack. All our claims as to their wonderful merits have been fully proven during many years continuous use in Boston, Mass., and Providence, R. I., where they are used exclusively in all the cars. The latter place, as you will see from testimonial below, has never found it necessary to even have one remade during the past twenty-four years' daily demonstration of their merits. No rougher usage can be imagined anywhere; they stand the severest test.

The Rhode Island Company., Providence, R. I.

General Manager's Office.

After 24 years' experience, consider them superior to all others.

Messrs. Ostermoor & Co. February 17, 1904.

Dear Sirs: We have used a large number of Ostermoor Cushions in all our cars for the *past twenty-four years*, and during this time *have not found it necessary to have any remade*, and *consider them superior to hair or any others we have ever used.* Very respectfully,

ROBERT I. TODD, Gen'l Manager

Rev. Wm. S. Owens, D.D., Campbell, California.

Elasticity perfect today, although used constantly for 21 years.

Messrs. Ostermoor & Co. March 2, 1904.

Dear Sirs:—*We have had two of Ostermoor Mattresses in constant use for over twenty-one years, and they are in excellent condition today, and are not in any degree less comfortable or elastic than when new, after all these years of service.*

In 1883, while I was pastor of the United Presbyterian Church at Steubenville, Ohio, we furnished our new Church with your Cushions, and they have also given entire satisfaction.

Ostermoor products are certainly remarkable in every way, and I can most heartily recommend both Cushions and Mattresses to every one in search of a really good and exceptionally fine article.

Very truly yours,

WM. S. OWENS

STERMOOR DIVANS AND COSEY SEATS, either with or without spring bottom or under supports, possess exceptional comfort, and are the very acme of luxurious softness, possessing an endurance and longevity possible in no other make.

They can be built any shape or size, making a delightfully pleasing Drawing Room Divan, as here shown, or are readily adaptable for Bay Window Seats, Hall Seats, Divans, etc., in fact are simply perfect wherever a seat with Cushion can be used, and the luxury of springs underneath, which add so immeasurably to comfort, is desired (see illustration Stock Divan, page 121). Special shapes built to order at special prices.

Construction of Spring Under-body illustrated and described, page 123.

Glencarlyn, Va.

Messrs. Ostermoor & Co. April 4, 1904.

Gentlemen:—The Ostermoor Mattress purchased of you seven years ago is today the most comfortable bed I ever slept on, and we are perfectly satisfied.

Before making the purchase I made a little allowance for the usual business exaggeration as to the merits of the Mattress, fully expecting the cotton to grow lumpy in a short time; but constant use and proof has convinced me that your advertisement may be taken literally, and the mattress is something much more than simply cotton.

Notwithstanding my own corroboration of your statements a short time since I was induced to try another make, guaranteed to be of the same material, and in every way equal to the Ostermoor. It wasn't, of course, nor anywhere near as comfortable, and after a week of conscientious experiment, we returned to our old Ostermoor and sent the "just as good" back, and now have a new Ostermoor in place, and are correspondingly happy.

We shall never sleep on any other Mattress than the Ostermoor.

Yours very truly,

C. E. TOWN

An Ostermoor Luxury.

A. C. & R. M. Barbour, Toledo, O.

March 1 1902.

Messrs. Ostermoor & Co.

Gentlemen:—About seventeen years ago I purchased from you three of your Ostermoor Mattresses for my own use, and one that I sent to my son at Albuquerque, N. M.

The three that I used at home have been in almost constant use and have given the most perfect satisfaction. The cushions since purchased are in every way fully as desirable.

Yours truly,

A. C. BARBOUR

Almost as good as new after 23 years' great comfort and perfectly satisfactory use.

Maryland Steel Company, Sparrows Point, Maryland.

March 20, 1904.

Messrs. Ostermoor & Co.

Gentlemen:—It is over 23 years ago since I first purchased Ostermoor Mattresses, and, after using them personally all this time, we find them about as good as they were at first.

They never become lumpy or uneven, but have always retained their elasticity. We are so well pleased that we would use no other than Ostermoor Mattresses or Cushions.

Respectfully yours,

D. J. MENTON

Special Seats, with removable Ostermoor Cushions, made to order at small cost—either with spring Underbody or not, as desired. The sort not obtainable elsewhere at any price—as illustrated above, or like Divan on next page.

For construction Underbody, see page 123.

Borden Condensed Milk Co., New York City.

Messrs. Ostermoor & Co. 176-180 East 116th St., March 25, 1904.

Gentlemen:—Replying to your favor in regard to the Ostermoor Mattress purchased of you some seventeen years ago, I wish to say that I never had a mattress that gave satisfaction until I purchased that one. For comfort and durability it has no equal. Since purchasing the first one, I have bought and now use five more.

Has no equal. Never had a satisfactory mattress before. Used 17 years.

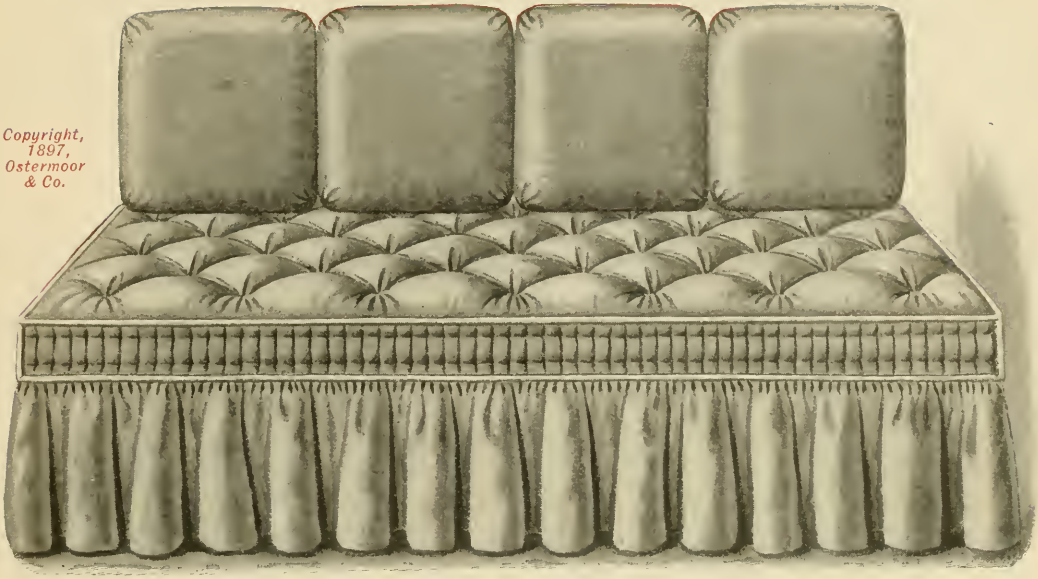
I have recommended several of my friends to your house, and they are all well pleased. I am only too happy to bear the most unqualified testimony as to the wonderful excellence of Ostermoor Mattresses and Cushions. We would use nothing else.

Yours very truly,

GEORGE E. BELLOWS

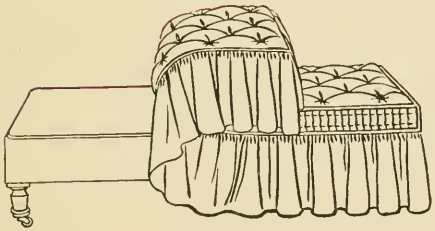
The Ostermoor Divan.

Copyright, 1897, Ostermoor & Co.



OSTERMOOR UPHOLSTERED SPRING DIVAN UNDERBODY.
SPECIAL OSTERMOOR MATTRESS-CUSHION WITH FRILL.
FOUR FRENCH PILLOWS, 18 in. x 18 in., GATHERED ROUND CORNERS.

Cost Complete, as shown above, Covered with Mercerized Art Twills, Any Color,
2 feet 6 inches wide, $40.00. 3 feet wide, $47.50.
Covered with Corduroy Plush, $10.00 extra.



Mattress-Cushion Raised, Showing Spring Underbody.
Construction, Illustrated, page 123.

Grace Church, Stafford Springs, Conn.

Messrs. Ostermoor & Co. February 15, 1904.

Dear Sirs:—The two Ostermoor Mattresses you sold me some fifteen years ago are superior to anything I ever used in that line.

Besides retaining their shape and wonderful and everlasting elasticity, they seem to me to be far healthier than, not only any other materal, but even the best of hair.

The Ostermoor Cushions you made for St. Thomas' Church Bethel, in 1883, twenty-one years ago, are as elastic as ever, while those you made for the addition to the church, eleven years ago, appear as if made but yesterday, they are so good.

Yours sincerely,

WM. MORRALL, Rector

Haverford College, Haverford, Pa.

Messrs. Ostermoor & Co. March 1, 1902.

Dear Sirs:—I can certainly heartily recommend your Ostermoor both for Mattresses and Cushions, as we have tried both and found them most highly satisfactory,

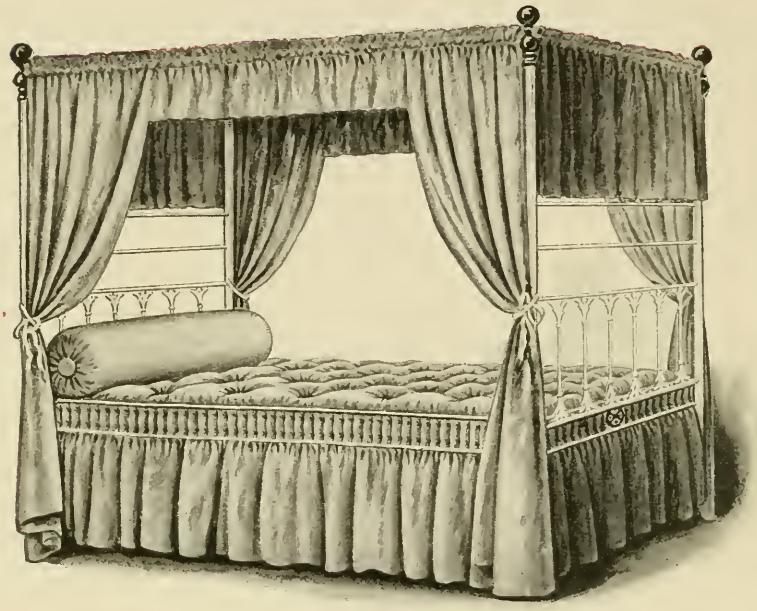
Yours truly,

WM. C. LADD

Ostermoor Metal Bedsteads and Springs.

The "Different" Kind.

Our Special Bedstead Booklet, "Built for Sleep," is yours for the asking.



Quaint Pattern "Four Poster" Bedstead of Wrought Steel, a Dainty Arrangement.

OSTERMOOR METAL BEDSTEADS—both Brass and Steel—are all made with exceptional care, of selected materials and from exclusive designs. Quaint, novel, attractive and useful—metal springs, too. Illustrated book free. We also make special upholstered springs of an unusually high grade—the kind not obtainable elsewhere. See pages **123, 124, 125.**

Rev. Thomas W. Illman, Taunton, Mass.

Messrs. Ostermoor & Co. January 22, 1904.

Dear Sirs:—Through a friend of mine, who then had one of your Ostermoor Mattresses in use, I was first introduced to them. That was in 1881 (23 years ago). I ordered one as an experiment, and I take great pleasure in saying that the results have been in every way satisfactory.

Since that time I have procured others from you, until now they are the only kind we have in our house. *They retain their shape and elasticity in a manner that makes devotees of hair mattresses incredulous.*

I know of no material that can begin to compare with the Ostermoor. My experience with it has made me recommend it to many of my friends, and they soon join in the chorus of praise.

All the claims you make for the material and workmanship of your mattresses seem to me well within the bounds of modesty.

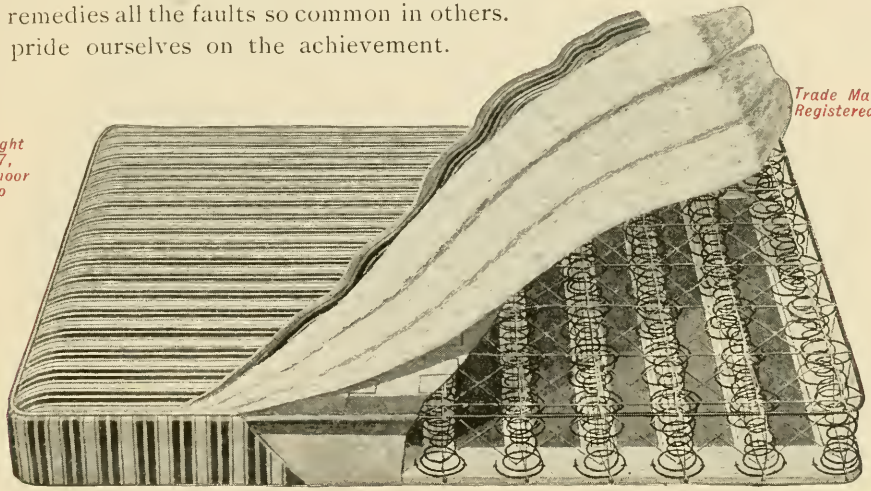
I consider myself favored in having an opportunity to express my sentiments in regard to Ostermoor Mattresses.

With hearty wishes for your success in a business which adds so much to the comfort of the world, I have the honor to remain, gentlemen, Truly and gratefully yours,

THOMAS W. ILLMAN

Nothing can compare with your mattresses. Retained their elasticity unimpaired for 23 years, which to devotees of hair seems incredulous.

THE ABSOLUTE NECESSITY OF A REALLY GOOD SPRING, ONE WORTHY AN OSTERMOOR MATTRESS, which is so hard to obtain, led us to make special experiments along the line of betterment—and results in our production of one that is of radically different construction from any on the market. One that enhances the value of the mattress and remedies all the faults so common in others. We pride ourselves on the achievement.



Ostermoor Upholstered Spiral Spring.

Opened to show Construction with Ostermoor Hand-Laid Top Filling.

We offer this Spring, especially to the luxurious, as the finest possible to be obtained. It is all hand work. Full size spring contains six dozen of the finest tempered peculiarly prepared, very elastic Bessemer Steel Spirals which are rigidly fastened upon stoutly made boxed wood frame.

Upper edges have a frame work of rattan to which the springs are all transversely tied, and then interlaced or woven together with linen cords which in turn is finally covered with heavy webbing stretched over and stitched to the rattan edge. Upon this foundation is built by hand a hand-laid top of Ostermoor Sheets, two and one-half inches in thickness.

The whole is compressed and enclosed by hand, within an already made outer covering of ticking, which by the same method of building as the Ostermoor Mattress, is cleated in place and attached to frame, covering same entire—the underside being finally bottomed and daintily backed with cloth.

Thus is achieved the building of the Ostermoor Spring-work which we can guarantee to be absolutely perfect throughout. Ostermoor Springs and Divans, Under-Beds and Under-Body Seats, will not sag, mat or pack, are all of the same elasticity on edges as in the middle. They possess an endurance and longevity not possible in others, and are absolutely unequaled anywhere at any price.

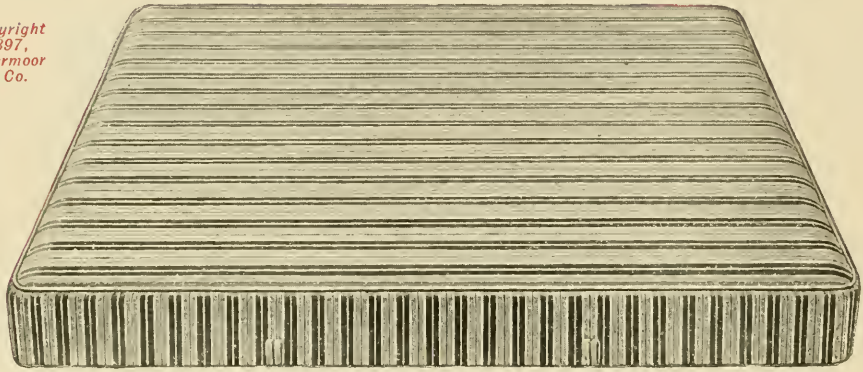
Price List of Springs, pages 124, 125. Divans, etc., pages 119, 120, 121.

Our Booklet, "Built for Sleep," illustrates our Metal Springs.

Springs of Ostermoor Quality

"Ever soothe thee to repose."

Copyright 1897, Ostermoor & Co.



OSTERMOOR UPHOLSTERED SPIRAL SPRING

For Wooden Bedsteads Only.

COVERED WITH BEST A. C. A. BLUE AND WHITE STRIPE TICKING, WITH OSTERMOOR HAND-LAID SHEETED TOP.

COST TO FIT BEDSTEADS:

2 feet 6 inches wide,	$15.00
3 feet wide,	16.00
3 feet 6 inches wide,	17.00
4 feet wide,	18.00
4 feet 6 inches wide,	19.00

SAME SPRING WITHOUT OSTERMOOR SHEETED TOP $6.00 LESS.

Covered with High Grade Satin Finish Ticking, matching Mattresses, page 130, $1.00 extra
Covered with French Mercerized Art Twills, $3.00 extra.

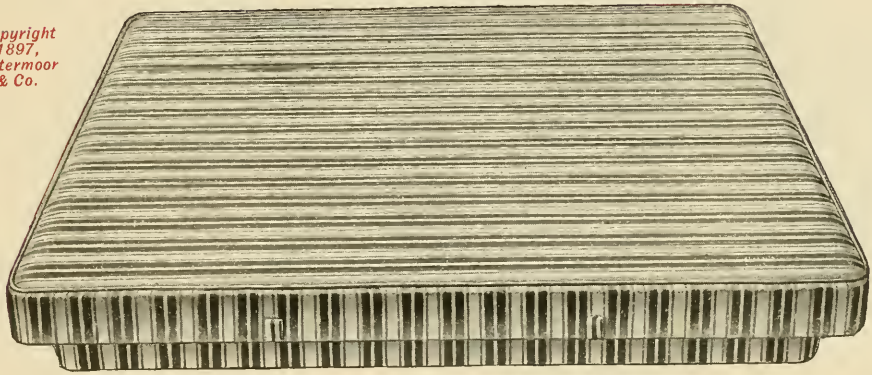
We also build, especially to order, even much more luxurious Springs of exceptional softness, and special De Luxe finish, on edges and deeper springs, extra thickness, etc., costing as follows :

Extra thickness, each extra inch.	$5.00	extra.
French Edges, like Mattresses, page 132,	7.50	"
Imperial Border, like Mattresses, page 133,	7.50	"
Imperial Border, Rolled Edges like Mattresses, page 134,	15.00	"

Springs of Ostermoor Quality

"Ever soothe thee to repose."

Copyright 1897, Ostermoor & Co.



OSTERMOOR UPHOLSTERED SPIRAL SPRING

For Metal Bedsteads Only.

COVERED WITH BEST A. C. A. BLUE AND WHITE STRIPE TICKING,
WITH OSTERMOOR HAND-LAID SHEETED TOP.

Construction Illustrated and Described, page 124.

COST TO FIT BEDSTEADS:

2 feet 6 inches wide,	$16.00
3 feet wide,	17.00
3 feet 6 inches wide,	18.00
4 feet wide,	19.00
4 feet 6 inches wide,	20.00

SAME SPRING WITHOUT OSTERMOOR HAND-LAID TOP $6.00 LESS.

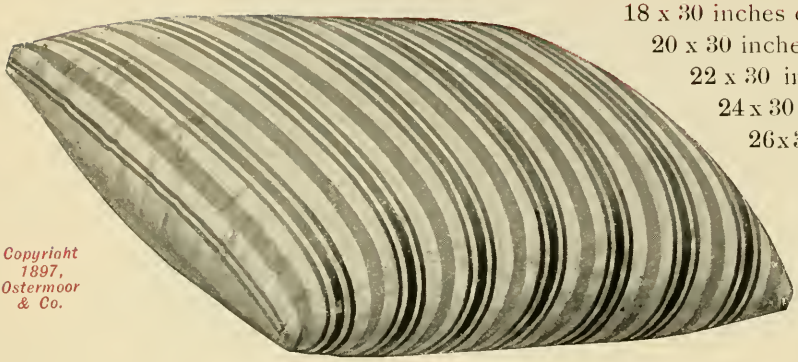
Covered with High Grade Satin Finish Ticking, matching Mattresses, page 130, $1.00 extra
Covered with French Mercerized Art Twills, $3.00 extra.

We also build, especially to order, even much more luxurious Springs of exceptional softness, and special De Luxe finish on edges and deeper springs, extra thickness, etc., costing as follows:

Extra thickness, each extra inch.	$5.00	extra.
French Edges, like Mattresses, page 132,	7.50	"
Imperial Border, like Mattresses, page 133,	10.00	"
Imperial Border, Rolled Edges like Mattresses, page 134,	15.00	"

Ostermoor Pillows

Square Corners, Covered with A. C. A. Ticking.



Copyright 1897, Ostermoor & Co.

18 x 30 inches or less,	$1.10 each.
20 x 30 inches or less,	1.30 each.
22 x 30 inches or less,	1.50 each.
24 x 30 inches or less,	1.70 each.
26 x 30 inches or less,	1.90 each.

Covered with High Grade Satin Finish Ticking, 25c. extra.

Covered with Mercerized French Art Twills, 50c. extra.

Softer Pillows with French Corners, as Illustrated, 50c. extra.

Ostermoor Sofa Pillows

Square Corners, Soft White Cambric Covering.

18 x 18 inches or less,	$1.25 each.
20 x 20 inches or less,	1.50 each.
22 x 22 inches or less,	1.75 each.
24 x 24 inches or less,	2.00 each.
26 x 26 inches or less,	2.25 each.

Denim Covering, 25c. extra.

Pillows covered with Mercerized French Art Twills, 50c. extra.

Copyright 1897, Ostermoor & Co.

Softer, Plumper Pillows with Gathered Round Corners, as Illustrated, 75c. extra.

Ostermoor Wedge Bolsters

Covered with A. C. A. Ticking

18 x 30 inches or less,	$2.25 each.
18 x 36 inches or less,	3.00 each.
18 x 42 inches or less,	3.75 each.
18 x 48 inches or less,	4.50 each.
18 x 54 inches or less,	5.25 each

High Grade Satin Finish Ticking, 60c. extra Mercerized French Art Twills, $1.20 extra

Bolsters with Stitched Edges, like Illustration, $1.00 extra.

Imperial Rolled Edges, $2.00 extra.

Ostermoor Bolsters

With Square Corners

Covered with A. C. A. Ticking

18 x 30 inches or less,	$2.10 each.
18 x 36 inches or less,	2.70 each.
18 x 42 inches or less,	3.30 each.
18 x 48 inches or less,	3.90 each.
18 x 54 inches or less,	4.50 each.

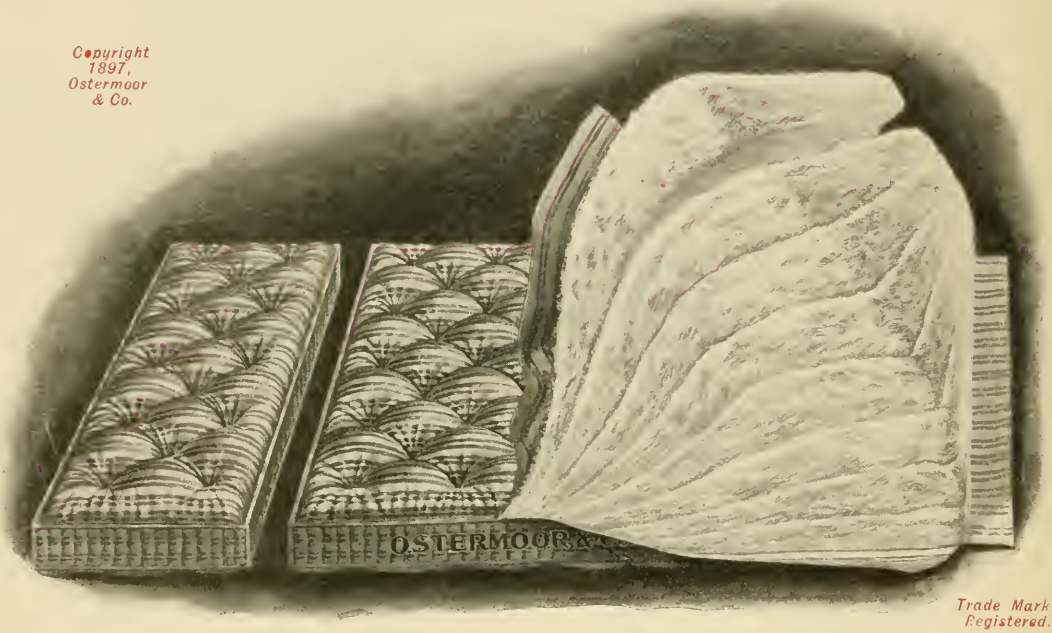
High Grade Satin Finish Ticking 50c. extra. Mercerized French Art Twills, $1 extra.

Soft Bolster, with French Edge, Oval Ends, like Illustration, $1.00 extra.

Ostermoor Mattresses

"Are such stuff as dreams are made on."

Copyright 1897, Ostermoor & Co.



Trade Mark—Registered.

The Regular Ostermoor Mattress, as Advertised.

Price List, Stock Sizes, page 129.

SPECIALS COST EXTRA, AS FOLLOWS:

Mattresses made in Two Parts, Crosswise,	$0.50
Mattresses made in Three Parts, Crosswise,	1.00
Mattresses made in Two Parts, Lengthwise,	1.50

MATTRESSES WITH SPECIAL TUFTING.

Mattresses Tufted in Small Close Diamonds,	2.00
Mattresses Tufted in Squares,	1.50
Mattresses Tufted in Small Squares,	3.00

SPECIAL SHAPES AND CORNERS.

Angles or Bevels on Mattresses,	2.00
Irregular Corners on Mattresses,	1.50
Round Corners on Mattresses,	1.00

SPECIAL EDGES AND BORDERS.

French *Rolled* Edge Mattresses,	2.50
Mattresses with Imperial Border, Stitched Edges,	5.00
Mattresses with Imperial Border, *Double* Stitched Edges,	7.50
Mattresses with Imperial Border, *Double* Stitched, *French Rolled* Edges	10.00

Ostermoor Mattresses

"Are such stuff as dreams are made on"

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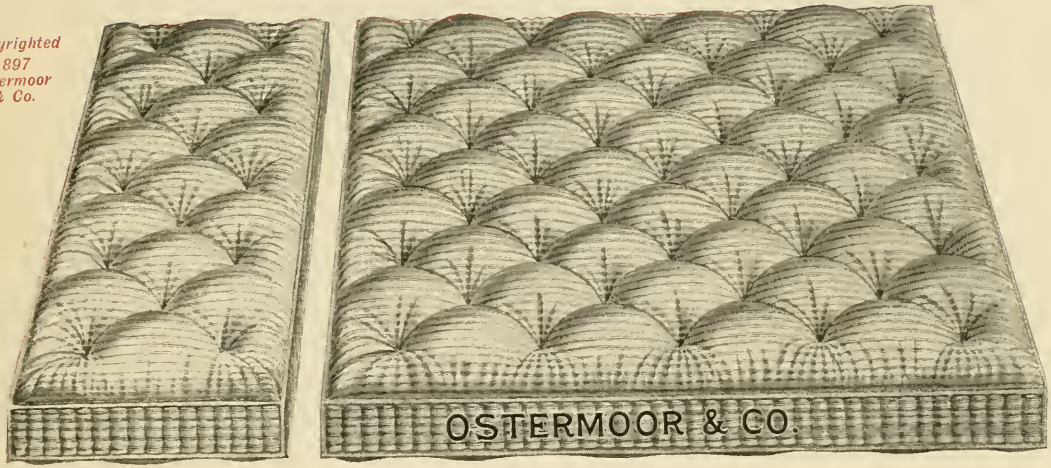
1897
stermoor
& Co.



The Regular Ostermoor Mattress as Advertised

Covered with Best A. C. A. Narrow Blue and White Striped Ticking
Standard Four-Inch Border, in One Part

4 feet 6 inches wide, or less, 45 lbs.,	$15.00	each
4 feet wide, or less, 40 lbs., . .	13.35	"
3 feet 6 inches wide, or less, 35 lbs.,	11.70	"
3 feet wide, or less, 30 lbs., . .	10.00	"
2 feet 6 inches wide, or less, 25 lbs.,	8.35	"

All 6 feet 3 inches long.

Mattresses made in two parts cost 50c. extra

Mattresses longer than 6 feet 3 inches cost 25c. each extra inch

Mattresses wider than 4 feet 6 inches cost $1 each extra inch

Regular Crib Mattresses

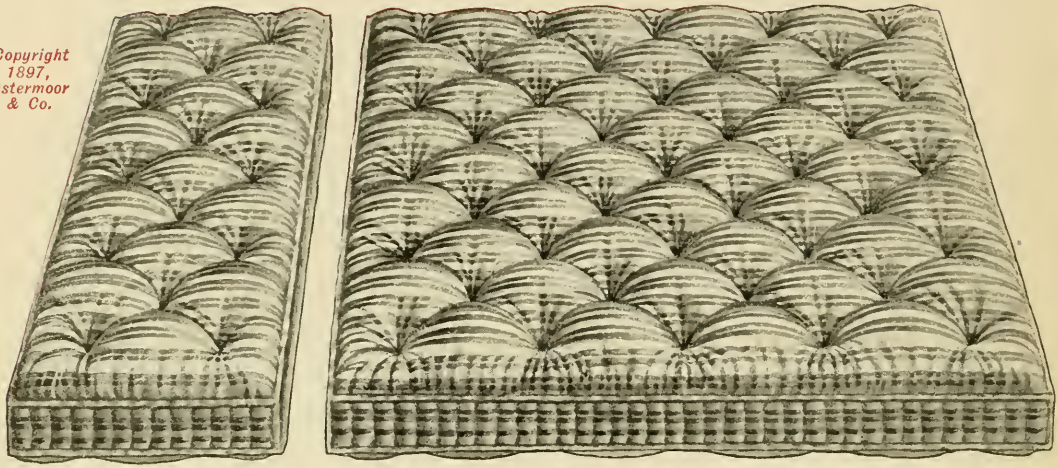
3 feet wide, 5 feet long, $9.00 2 ft. 6 in. wide, 4 ft. 6 in. long, $7.50

Dust-Proof, Satin Finish Ticking makes Softer Mattress. *See page 130*

Ostermoor Mattresses

"Are such stuff as dreams are made on"

Copyright 1897, Ostermoor & Co.



Regular Ostermoor Mattress

Covered with Ostermoor Special Dust-Proof Satin Finish Ticking.

This covering makes much softer Mattress than A. C. A. Ticking.

Standard Four-Inch Border, in One Part

4 feet 6 inches wide, or less, 45 lbs.,	$16.50	each
4 feet wide, or less, 40 lbs., . .	14.85	"
3 feet 6 inches wide, or less, 35 lbs.,	13.20	"
3 feet wide, or less, 30 lbs., . .	11.50	"
2 feet 6 inches wide, or less, 25 lbs.,	9.85	"

All 6 feet 3 inches long.

Mattresses made in two parts cost 50c. extra

Mattresses longer than 6 feet 3 inches cost 25c. each extra inch

Mattresses wider than 4 feet 6 inches cost $1 each extra inch

Crib Mattresses with Satin Finish Ticking

3 feet wide, 5 feet long, $10.50 — 2 ft. 6 in. wide, 4 ft. 6 in. long, $9.00

Regular Ostermoor Mattress, $15.00 kind, as advertised, page 129.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

Copyright 1897 Ostermoor & Co.

Regular Ostermoor Mattress

Covered with Beautiful Mercerized French Art Twills.

This covering, in stripes and floral effects, all colors, makes even softer Mattress than Satin Finish.

Standard Four-Inch Border, in One Part

4 feet 6 inches wide, or less, 45 lbs.,	$18.00	each
4 feet wide, or less, 40 lbs., . .	16.35	"
3 feet 6 inches wide, or less, 35 lbs.,	14.70	"
3 feet wide, or less, 30 lbs., . .	13.00	"
2 feet 6 inches wide, or less, 25 lbs.,	11.35	"

All 6 feet 3 inches long.

Mattresses made in two parts cost 50c. extra

Mattresses longer than 6 feet 3 inches cost 50c. each extra inch

Mattresses wider than 4 feet 6 inches cost $1 each extra inch

Crib Mattresses with Art Twill Coverings

3 feet wide, 5 feet long, $12.00 2 ft. 6 in. wide, 4 ft. 6 in. long, $10.50

Regular Ostermoor Mattress, $15.00 kind, as advertised, page 129.

Ostermoor Mattresses

"Are such stuff as dreams are made on."

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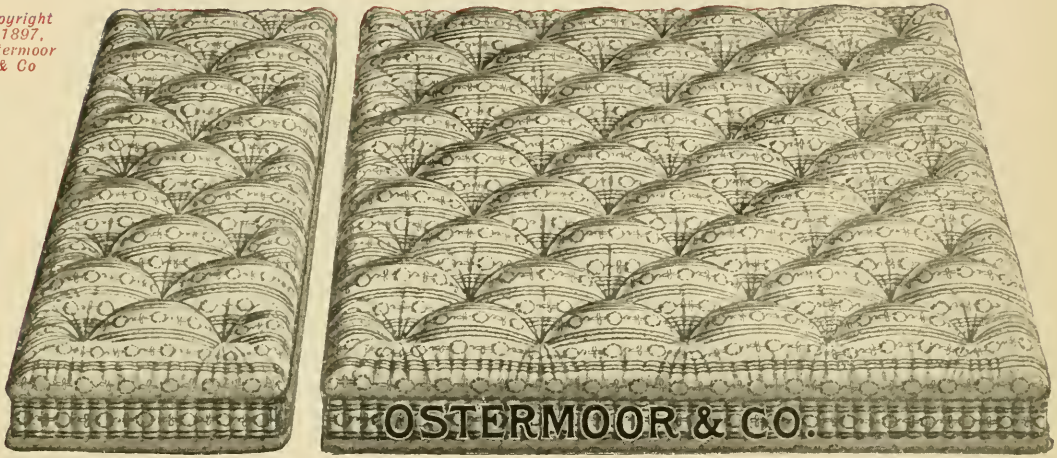

Special French Edge Mattress.

Covered with Beautiful Mercerized French Art Twills.

A still softer and more luxurious round corner mattress of extra weight and thickness.

Exceedingly soft, springy mattress of extra weight, thicker than regular.

Four Inch Inseamed French Edge Border.

4 feet 6 inches wide, or less, 50 lbs.,	$23.00	each
4 feet wide, or less, 45 lbs., . .	21.00	"
3 feet 6 inches wide, or less, 40 lbs.,	19.00	"
3 feet wide, or less, 35 lbs., . .	17.00	"
2 feet 6 inches wide, or less, 30 lbs.,	15.00	"

All 6 feet 3 inches long.

Made in one or two parts, as desired.

Mattresses Longer than 6 feet 3 inches, $1.00 each extra inch.

Mattresses Wider than 4 feet 6 inches, $2.00 each extra inch.

French Edge Crib Mattresses, Art Twill Coverings.

2 feet 6 inches wide, 4 feet 6 inches long, $14.00. 3 feet wide, 5 feet long, $16.00.

Regular Ostermoor Mattress, $15.00 kind, as advertised, page 129

Ostermoor Mattresses

"Are such stuff as dreams are made on"

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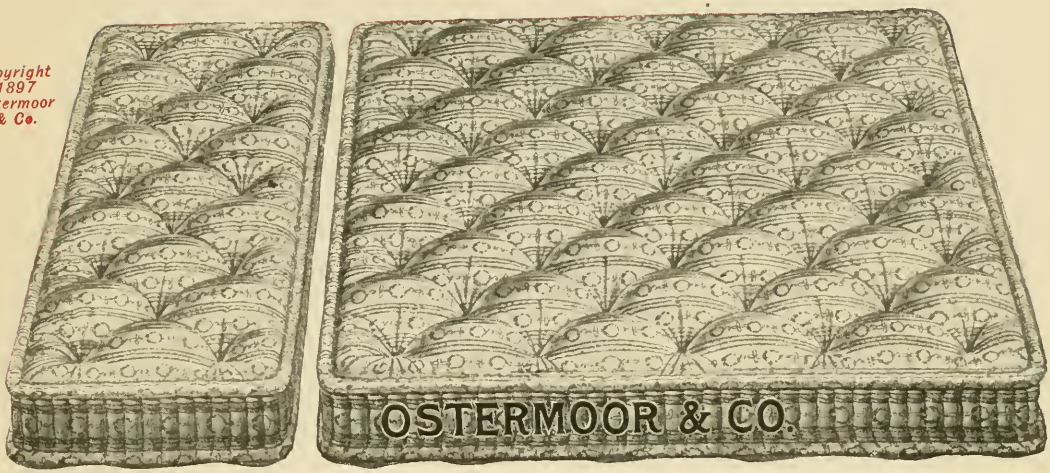


Special Imperial Edge Mattress

Covered with Beautiful Mercerized French Art Twills.

A still softer and more luxurious round corner mattress of extra weight and thickness.

Imperial Five-Inch Border, Stitched Rolled Edges

4 feet 6 inches wide, or less, 60 lbs.,	$30.00	each
4 feet wide, or less, 55 lbs., . .	27. 00	"
3 feet 6 inches wide, or less, 50 lbs.,	24.00	"
3 feet wide, or less, 45 lbs., . .	21.00	"
2 feet 6 inches wide, or less, 40 lbs.,	18.00	"

All 6 feet 3 inches long.

Made in one or two parts, as desired

Mattresses longer than 6 feet 3 inches cost $1 each extra inch

Mattresses wider than 4 feet 6 inches cost $2 each extra inch

Extra Thick Crib Mattresses, Art Twill Coverings

3 feet wide, 5 feet long, $20.00 — 2 ft. 6 in. wide, 4 ft. 6 in. long, $17.00

Regular Ostermoor Mattress, $15.00 kind, as advertised, page 129.

Ostermoor Mattresses

"Are such stuff as dreams are made on"

Copyright 1897 Ostermoor & Co.

Extra Thick Imperial Edge Mattress

Covered with Beautiful Mercerized French Art Twills.

Exceptionally luxurious mattress of extra weight and thickness. Can be made either firm and hard or soft and flexible. In one or two parts. Tufted in small squares, like illustration, or close diamonds as may be desired.

Imperial Six-Inch Border, French Rolled Edges, Double Stitched

4 feet 6 inches wide, or less, 75 lbs.,	$45.00	each
4 feet wide, or less, 70 lbs., . .	40. 00	"
3 feet 6 inches wide, or less, 65 lbs.,	35.00	"
3 feet wide, or less, 60 lbs., . .	30.00	"
2 feet 6 inches wide, or less, 55 lbs.,	25.00	"

All 6 feet 3 inches long.

Mattresses longer than 6 feet 3 inches cost $1 each extra inch

Mattresses wider than 4 feet 6 inches cost $2 each extra inch

STILL THICKER MATTRESSES LIKE ABOVE:
7 inch Border, $10.00 extra. 8 inch Border, $20.00 extra.

Regular Ostermoor Mattress, $15.00 kind, as advertised, page 129.

WARNING

DO NOT be deceived by any one who offers you an Ostermoor Mattress, no matter what he claims it to be, unless it bears our name, and do not accept it unless it has our Label and Trade Mark which we show on this page. Ostermoor Mattresses and Cushions have been made by us since 1853. Beware of cheap imitations! Many unscrupulous storekeepers—trading on our success—substitute a spurious article. Be careful! You meet all sorts of frauds in this world. The statement, "This is especially made for us, and is just as good," etc., is not true! All these things seem plausible when coming from a reputable man, who, perhaps, believes what he is telling you; but we tell you, as the manufacturers of Ostermoor Mattresses, that no other mattress made is even a fair imitation or possesses half its merits, and that none are genuine unless they bear our Name, Trade Mark and Guarantee on Label. They must have it, so don't let any one fool you : : : :

FACSIMILE OF MATTRESS LABEL REDUCED SIZE

Mrs. Charles H. Swift, Kennewick, Washington.

March 16, 1904.

Messrs. Ostermoor & Co.

Dear Sirs:—My Ostermoor Mattress has been a source of delight and comfort for many years. I think it the best I ever saw or slept on, and have taken pleasure in showing it, recommending it, and giving your address to many, for it is as soft, sweet and comfortable as the day we got it, and has never depreciated in the least.

Recently I saw on sale in Chicago a mattress represented as the same as the Ostermoor, advertised in the magazines that was certainly not anything like yours; it was very inferior indeed, and cheaply made; the circular announcing same was a cheaply gotten-up affair, poor paper and cheap in every way. Of course, it is none of my business, but my mattress has proven so thoroughly and genuinely as represented in every way, and this was so different, it astonished me—that's all.

I am just a little "cranky" over anything I know to be *good* in this age of shoddy goods and bogus representations.

Being a business woman, I certainly appreciate honor and your honest dealings, and hence I tell you this.

Yours truly,

M. E. SWIFT

Over a million Ostermoor Mattresses are in use in the United States alone.

Over fifty thousand are in use in different branches of the service of the United States Navy.

Over twenty-five thousand Churches in the United States are using our Ostermoor Cushions.

Price List, all Sizes Ostermoor Mattresses, $15.00 kind, as Advertised, page 129.

Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare, "Tempest" IV., I.

Sleep full of rest from head to feet.

—Tennyson.

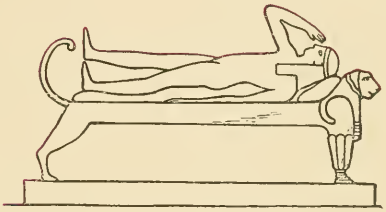
Sleep, O gentle sleep, Nature's soft nurse.

—Shakespeare, "Henry IV."

Ostermoor Mattresses

"Are such stuff as dreams are made on."

—Shakespeare, "Tempest" IV., I.



The innocent sleep; sleep that
knits up the ravell'd sleave of care;
The death of each day's life;
sore labour's bath;
Balm of hurt minds, great nature's second
course—chief nourisher in Life's feast.

—Shakespeare, "Macbeth."

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1853 1904

THE TEST OF TIME

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